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Current Business Reports

# Annual Benchmark Report for Retail Trade:

January 1988 through  
December 1997

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A detailed summary of Retail Sales,  
Purchases, Accounts Receivable,  
and Inventories

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U.S. Department of Commerce  
Economics and Statistics Administration  
BUREAU OF THE CENSUS

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# Annual Benchmark Report for Retail Trade:

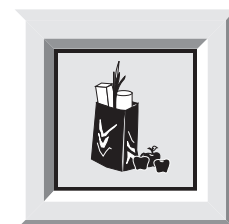
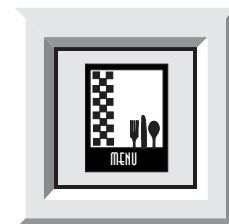
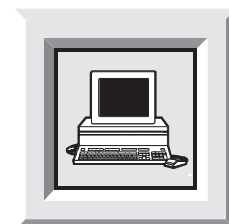
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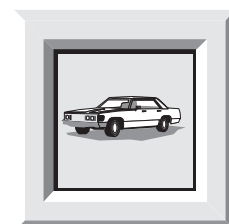
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A detailed summary of Retail Sales, Purchases,  
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**U.S. Department of Commerce**  
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# Annual Benchmark Report for Retail Sales: January 1988 Through December 1997

This publication contains the following retail trade estimates:

- Annual and monthly sales by retail stores at the National level.
- End-of-year and end-of-month inventory values.
- Inventories/Sales ratios.
- Annual purchases and gross margin levels.
- Gross margin, as a percent of sales.
- Accounts receivables owed to retail stores.
- Per capita sales.

## SUMMARY OF CHANGES

This publication presents estimates that reflect the introduction of a new sample of retail businesses and a benchmarking process which revised unadjusted monthly sales and end-of-month inventory estimates for January 1993 through December 1997. Estimates of annual sales, purchases, and end-of-year inventory values were initially derived for 1996 and revised 1993 through 1995.

New factors, used to adjust sales for seasonal and trading-day variations, and inventories for seasonal variation, were developed and used to adjust sales and inventories for January 1990 through December 1997. These factors were developed by using unadjusted estimates as input to the seasonal adjustment program. Adjusted estimates were derived beginning January 1990 instead of January 1993 because the revised 1993 unadjusted estimates can affect the computation of seasonal factors for 1990.

The revision procedures were applied to specific detailed sales and inventory series. All other sales and inventory series were obtained by summing appropriate detail level estimates, thereby assuring additivity.

## REVISIONS TO PREVIOUSLY PUBLISHED DATA

### Annual Estimates

For the *1996 Annual Retail Trade Survey*, a new sample of retail businesses, based on kind of business classifications from the 1992 Census of Retail Trade, was canvassed to obtain sales, end-of-year inventories, purchases, and accounts receivables owed to retail stores for the years 1995 and 1996. The results from this survey were

used to benchmark the monthly estimates. (A subsample of the new annual survey sample of retail stores was used originally to produce monthly estimates beginning in April 1997.)

The 1995 and 1996 annual estimates computed from the sample were linked to the results derived from the 1992 Census of Retail Trade. The 1992 through 1996 annual estimate of sales, inventories, and purchases were input to the benchmarking program and revised to—

1. Equate the 1992 estimates to the result derived from the Census of Retail Trade, or the previously published 1992 result;
2. Equate the 1995 estimates to the 1995 estimates derived from the new sample;
3. Maintain, as best as possible, the year-to-year trends of the previously published annual estimates for the years 1993 through 1995.

### Monthly Sales

For December 1992 through December 1997 retail sales estimates, computed directly from the sample, were used as input to the benchmarking program. The estimates were revised to—

1. Constrain the sum of the 12 monthly estimates to equal the annual estimates derived for the years 1993 through 1996.
2. Minimize differences between the month-to-month trends of the input and revised estimates.

The previously published December 1992 estimate was also used to link the revised estimates to the previously published estimates. Also, prior to implementing the benchmarking operation, corrections were applied to the estimates obtained directly from the sample for selected kinds of business.

A mathematical result of the revision methodology is that all input estimates following the end of the last benchmark are revised by multiplying these estimates by the ratio of the revised-to-input estimate for the last month of the last benchmark year. Therefore, for a specified sales series, a ratio of the December 1996 revised estimate to the December 1996 input estimate was computed. Input estimates for periods following December 1996 were multiplied by these constant ratios (called carry-forward factors) to derive revised sales estimates. The carry-forward factors remain constant until the next benchmarking.

## End-of-Month Inventories

For December 1992 through December 1997, end-of-month inventory estimates, computed directly from the sample, were used as input to the benchmarking program. The estimates were revised to—

1. Equate the December or end-of-year inventory estimates, for the years 1993 through 1996 to the estimates derived from the annual surveys.
2. Minimize differences between month-to-month trends of the input and revised estimates.

The previously published December 1992 estimate was also used to link the revised estimates to the previously published estimates. Also, prior to the implementation of the benchmarking operation, corrections were applied to estimates obtained directly from the sample for selected kinds of business.

Revised estimates subsequent to December 1996 were derived by multiplying the input estimates by the ratio of the December 1996 revised (the inventory estimates derived from the 1996 Annual Retail Trade Survey) to the December 1996 input inventory estimates. This ratio is the carry-forward factor for inventory estimates and is constant for all series until the next benchmarking.

## REVISIONS OF SALES AND INVENTORIES: 1997

The following table shows a comparison of the revised sales and inventory estimates to the previously published estimates for 1997:

**1997 Retail Sales and Inventories Comparison of the Revised Estimates to the Previously Published Estimates**

(Millions of dollars)

Kind of business	Revised	Previously published	Percent Difference
<b>SALES</b>			
<b>Total retail stores</b> .....	<b>2,566,209</b>	<b>2,545,854</b>	<b>+0.8</b>
Durable goods .....	1,058,235	1,040,774	+1.7
Building materials .....	150,494	143,185	+5.1
Automotive group .....	625,682	618,392	+1.2
Furniture group .....	146,679	141,309	+3.8
Nondurable goods .....	1,507,974	1,505,080	+0.2
General merchandise .....	331,496	330,531	+0.3
Food group .....	429,805	431,950	-0.5
Gasoline stations .....	158,693	156,326	+1.5
Apparel group .....	117,826	116,750	+0.9
Eating and drinking .....	236,159	244,165	-3.3
Drug stores .....	98,182	98,325	-0.1
<b>INVENTORIES<sup>1</sup></b>			
<b>Total retail stores</b> .....	<b>318,521</b>	<b>316,104</b>	<b>+0.8</b>
Durable goods .....	174,842	172,016	+1.6
Building materials .....	24,385	23,426	+4.1
Automotive group .....	94,534	92,506	+2.2
Furniture group .....	24,365	21,943	+11.0
Nondurable goods .....	143,679	144,088	-0.3
General merchandise .....	54,714	54,329	+0.7
Food group .....	29,694	29,424	+0.9
Apparel group .....	22,128	23,255	4.8

<sup>1</sup> End-of-December. Not adjusted for seasonal variations.

## Reasons For Monthly Revisions

There are several reasons for revisions. The main contributors to the revision from the previously published estimates are:

**Timing.** The respondents have more time to prepare their annual reports than they do for their monthly reports. The annual responses are requested at a time when many firms have already compiled audited book figures for their own use. The timing of the annual survey is such that we are also able to obtain independent verification of the reported data from such sources as a company's annual report. On the other hand, respondents to the monthly survey have just a few weeks to provide reports of their sales and end-of-month inventories. Sometimes these reports are based on incomplete or unaudited records. These include estimates by the respondents to represent their understanding of their business.

**Sampling.** The annual sample is larger than the samples used to develop the estimates for any given month. As described in more detail in Appendix A of this report, the samples used to produce the sales and inventory estimates each month consist of certainty companies and noncertainty Employer Identification Numbers (EIN's).

- The companies selected as certainty companies are those companies that had large sales in relation to other companies in their kind-of-business group.
- The initial selection of the noncertainty EIN's was based on stratified random sampling, using annual sales as the measure of size, for those EIN's not belonging to a certainty company. The selected noncertainty EIN's were assigned to one of two groups. The monthly sample canvasses one group of noncertainty EIN's while both groups of noncertainty EIN's are canvassed in the annual sample.
- The sample used for the end-of-month inventory estimates is a sub-sample of the monthly sales sample. The monthly inventories sample is about 1/3 the size of the monthly sales sample. This, combined with the differences between the annual and monthly surveys mentioned above, often results in greater revision for the inventory estimates than for the sales estimates.

**Response.** The annual estimates are based on more reported data than are the monthly estimates. The response to the Annual Retail Trade Survey is required by law. This requirement results in a dollar volume response rate of 89 percent. The response to our monthly survey is not mandatory. The response rates for the monthly surveys are usually around 75 percent for sales and 70 percent for inventories. The sales and inventories for the non-reported retailers are accounted for by an imputation process. This process assumes that the nonresponding firms have trends similar to the responding firms, in their respective kinds of business.

## Adjustment Factors

In addition to the benchmarking operation, we developed new factors to adjust the 1990 through 1996 estimates of monthly sales for seasonal variations as well as trading day and holiday differences. We used the unadjusted sales estimates for the months of January 1972 through February or March 1998 as input. We also developed new factors to adjust the 1990 through and 1997 end-of-month inventory estimates, using the months of December 1980 through February 1998 as input.

The seasonal adjustment program which developed the factors in this publication was the X-11 ARIMA version, developed by Statistics Canada. Using forecasting, we developed the adjustment factors for the sales of department stores (SIC 5311), variety stores (SIC 5331), and miscellaneous general merchandise stores (SIC 5399) by the version using forecasting. All other factors were calculated without forecasting.

## DEFINITION OF TERMS

Retail trade, as defined by Major Groups 52 through 59 of the 1987 Standard Industrial Classification Manual includes establishments that are engaged in the sale of merchandise for personal or household consumption and in the rendering of services that are incidental to the sale of the merchandise. Additional characteristics of retail establishments are:

- They usually operate at fixed places of business.
- They are engaged in activities to attract the general public to buy.
- They buy or receive and sell merchandise.
- They may process their products, but such processing is incidental or subordinate to selling, and
- They are considered as retail in the trade.

## Sales

Sales include merchandise sold (for cash or credit at retail or wholesale) by establishments primarily engaged in retail trade. Services that are incidental to the sale of merchandise, and excise taxes that are paid by the manufacturer or wholesaler and passed along to the retailer are also included. Sales are net after deductions for refunds and allowances for merchandise returned by customers. Sales exclude sales taxes collected directly from customers and paid directly to a local, state, or federal tax agency.

The estimates of sales measure the operations receipts rendered by stores that primarily sell at retail. The sales estimates represent total sales and receipts of all establishments primarily engaged in retail trade. They do not

include sales at retail by manufacturers, wholesalers, service establishments, and others whose primary activity is other than retail trade. Because the retail establishment is the basic unit of measure, the published estimates of sales by type of retail store are not intended to measure the total sales for a given commodity or merchandise line.

## Inventories

Merchandise inventories are the value of stocks of goods held for sale through retail stores. The inventories estimates represent the value, at cost, of the merchandise available for sale as of the last day of the report period. Methods of valuation may vary according to the accounting practices of each firm. The estimates provided in this report are valued on a non-LIFO (last in, first out) basis. Note - LIFO is a method of valuing inventory where the latest items of merchandise added to the inventory are the first ones taken out. Non-LIFO would mean that another method, such as FIFO (first in, first out), was used to establish the value of the inventory available for sale. Merchandise inventories are shown for stores and warehouses servicing retail establishments. Included are only those warehouses that maintained supplies of merchandise primarily intended for distribution to retail stores within the organization.

Most firms reported the value of their inventories as of the close of the calendar year. Some firms, using a fiscal year rather than a calendar year for accounting purposes, valued their inventory as of some date other than the last day of the calendar year. About 26 percent of the retail inventory estimate from the Annual Retail Trade Survey was based on data reported on an end-of-fiscal year other than December 31. In the annual survey, inventories reported for a date in a month other than December were adjusted to a December 31 equivalent, based on ratios developed from the monthly inventory sample.

## Inventory-to-Sales Ratios

The inventories/sales ratios show the relationship of the end-of-month values of inventory to the monthly sales. These ratios can be looked at as indications of the number of months of inventory that are on hand in relation to the sales for a month. For example, a ratio of 2.5 would indicate that the retail stores have enough merchandise on hand to cover two and a half months of sales.

## Purchases

Purchases represent the total cost of merchandise that was purchased for resale during the year, whether or not payment for the merchandise was made during the year.

Purchases data include cash and credit purchases made at central offices and company warehouses. The purchases, however, exclude deliveries from central offices or warehouses to retail stores owned by other companies. We asked those companies engaged in both manufacturing and retailing to include purchases at the cost value of



inter-company transfers from their plant or warehouses to their retail stores. Also, we asked these companies to include the cost of outside purchases.

### **Cost of Goods Available for Sale and Cost of Goods Sold**

To calculate the cost of goods available for sale, we added the purchases made during the year to the preceding year's end-of-year inventories. To calculate the cost of goods sold, we deducted the end of the current year's value of inventories from the cost of goods available for sale.

### **Gross Margin**

The measure of gross margin represents total sales less cost of goods sold.

### **Accounts Receivable Balances**

Retail accounts receivable are amounts owed to retail stores by their customers for purchases made on credit. The estimates in this publication refer to receivables outstanding as of December 31, including receivables against which the firm has borrowed. However, credit paper discounted or sold to others and amounts actually charged off as bad debts are excluded. Also excluded are amounts charged on credit cards issued by oil companies, banks, and other organizations that issue credit cards.

Charge accounts are credit accounts for which full payment is scheduled to be made at the end of the customary billing period. Installment accounts are classified as open-end or closed-end.

- Open-end installment accounts are primarily revolving or optional accounts. A deferred payment privilege is extended through a line of credit, and the customer has the option of paying the balance in full or paying in two or more installments. The payments are subject to a minimum required payment with a finance charge usually assessed.
- Closed-end installment accounts are those generally requiring a new contract to cover each extension of credit. A pre-computed finance charge is assessed at the time credit is extended. Specified fixed schedules of installment payments are established with the number, the amount of payments, and the due dates specified in the contract.

### **G A F**

GAF represents sales at stores that sell merchandise normally sold in department stores. GAF includes the following kinds of retail businesses:

- General merchandise group stores (SIC 53),
- Apparel and accessory stores (SIC 56),
- Furniture, home furnishings, and equipment stores (SIC 57),
- Miscellaneous shopping goods stores (SIC 594).

### **Price Changes**

The estimates presented in this publication have not been adjusted for price changes.

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# Detailed Tables

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**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997**

[Data in millions of dollars]

SIC code	Kind of business	1997												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>187,710</b>	<b>185,182</b>	<b>211,725</b>	<b>206,666</b>	<b>220,869</b>	<b>213,929</b>	<b>218,017</b>	<b>221,896</b>	<b>208,727</b>	<b>217,578</b>	<b>215,632</b>	<b>258,278</b>	<b>2,566,209</b>
	Total (excl. automotive group) . . . .	141,665	137,360	156,422	152,760	165,219	158,721	161,859	166,154	156,289	164,550	169,362	210,166	1,940,527
	<b>Durable goods, total</b> . . . . .	<b>75,290</b>	<b>76,622</b>	<b>88,108</b>	<b>88,202</b>	<b>92,679</b>	<b>91,512</b>	<b>92,904</b>	<b>92,552</b>	<b>88,159</b>	<b>89,509</b>	<b>83,766</b>	<b>98,932</b>	<b>1,058,235</b>
52	<b>Building materials group stores</b> . . . .	<b>9,213</b>	<b>9,245</b>	<b>11,568</b>	<b>13,503</b>	<b>14,852</b>	<b>14,211</b>	<b>14,175</b>	<b>13,141</b>	<b>13,449</b>	<b>13,642</b>	<b>11,739</b>	<b>11,756</b>	<b>150,494</b>
521,3,5	Building materials, supply stores, hardware . . . . .	8,204	8,185	10,094	11,548	12,687	12,074	12,368	11,471	11,680	11,992	10,303	10,115	130,721
521,3	Building materials, supply stores . . . .	7,160	7,267	9,021	10,290	11,286	10,711	11,032	10,191	10,455	10,692	9,116	8,885	116,106
525	Hardware stores . . . . .	1,044	918	1,073	1,258	1,401	1,363	1,336	1,280	1,225	1,300	1,187	1,230	14,615
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>46,045</b>	<b>47,822</b>	<b>55,303</b>	<b>53,906</b>	<b>55,650</b>	<b>55,208</b>	<b>56,158</b>	<b>55,742</b>	<b>52,438</b>	<b>53,028</b>	<b>46,270</b>	<b>48,112</b>	<b>625,682</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	43,197	45,164	52,163	50,705	52,335	51,883	52,623	52,287	49,229	49,670	43,259	45,190	587,705
551,2	Motor vehicle dealers . . . . .	41,380	42,909	48,962	47,188	48,642	48,262	49,135	48,947	46,444	47,036	41,179	43,068	553,152
551	Motor vehicle dealers, (new & used) . . .	37,983	39,053	44,851	43,055	44,607	44,166	45,069	45,094	42,724	43,247	37,928	39,749	507,526
553	Auto & home supply stores . . . . .	2,848	2,658	3,140	3,201	3,315	3,325	3,535	3,455	3,209	3,358	3,011	2,922	37,977
57	<b>Furniture group stores</b> . . . . .	<b>10,793</b>	<b>10,314</b>	<b>11,380</b>	<b>11,045</b>	<b>11,620</b>	<b>11,386</b>	<b>11,869</b>	<b>12,453</b>	<b>11,908</b>	<b>12,299</b>	<b>13,688</b>	<b>17,924</b>	<b>146,679</b>
571	Furniture & home furn. stores . . . . .	5,219	4,986	5,606	5,550	5,932	5,729	5,958	6,223	5,946	6,217	6,746	7,522	71,634
5712	Furniture stores . . . . .	3,275	3,141	3,419	3,304	3,599	3,421	3,494	3,745	3,540	3,688	3,989	4,180	42,795
5713	Floor covering stores . . . . .	940	894	1,052	1,090	1,103	1,125	1,126	1,109	1,167	1,210	1,134	1,131	13,081
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	4,775	4,541	4,918	4,724	4,866	4,870	5,126	5,349	5,101	5,206	5,972	8,592	64,040
5722	Household appliance stores . . . . .	756	707	794	781	832	911	964	882	823	853	896	1,055	10,254
5731,34	Radio, television and computer stores . . . . .	4,019	3,834	4,124	3,943	4,034	3,959	4,162	4,467	4,278	4,353	5,076	7,537	53,786
5941	Sporting goods stores and bicycle shops .	1,392	1,388	1,683	1,793	1,860	2,052	1,924	2,048	1,671	1,596	1,738	2,990	22,135
5942	Book stores . . . . .	1,595	831	815	806	890	870	822	1,287	1,143	910	979	1,740	12,688
5944	Jewelry stores . . . . .	1,074	1,456	1,223	1,313	1,656	1,392	1,374	1,414	1,399	1,465	1,890	1,483	20,550
	<b>Non durable goods, total</b> . . . . .	<b>112,420</b>	<b>108,560</b>	<b>123,617</b>	<b>118,464</b>	<b>128,190</b>	<b>122,417</b>	<b>125,113</b>	<b>129,344</b>	<b>120,568</b>	<b>128,069</b>	<b>131,866</b>	<b>159,346</b>	<b>1,507,974</b>
53	<b>General merchandise group stores</b> . . .	<b>20,852</b>	<b>21,422</b>	<b>25,545</b>	<b>24,328</b>	<b>27,349</b>	<b>26,220</b>	<b>25,691</b>	<b>27,989</b>	<b>24,753</b>	<b>27,762</b>	<b>32,895</b>	<b>46,690</b>	<b>331,496</b>
531	Dept. stores (excl. leased depts.) . . . .	16,051	16,621	20,102	19,048	21,417	20,479	19,935	22,099	19,399	21,822	26,319	37,859	261,151
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	16,339	16,916	20,480	19,419	21,826	20,874	20,313	22,531	19,763	22,225	26,821	38,519	266,026
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,967	3,480	4,192	3,935	4,452	4,049	3,833	4,640	4,201	4,628	5,771	9,236	55,384
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	10,661	10,856	13,109	12,479	14,096	13,660	13,338	14,351	12,542	14,134	16,795	22,910	168,931
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,711	2,580	3,179	3,005	3,278	3,165	3,142	3,540	3,020	3,463	4,255	6,373	41,711
533	Variety stores . . . . .	696	791	944	809	931	878	925	1,008	914	987	1,089	1,539	11,511
539	Miscellaneous general merchandise stores . . . . .	4,105	4,010	4,499	4,471	5,001	4,863	4,831	4,882	4,440	4,953	5,487	7,292	58,834
54	<b>Food group stores</b> . . . . .	<b>34,940</b>	<b>32,165</b>	<b>36,219</b>	<b>34,335</b>	<b>37,263</b>	<b>35,170</b>	<b>37,054</b>	<b>36,940</b>	<b>34,792</b>	<b>36,228</b>	<b>35,910</b>	<b>38,789</b>	<b>429,805</b>
541	Grocery stores . . . . .	33,026	30,233	34,022	32,256	35,015	32,980	34,831	34,631	32,616	33,924	33,658	35,832	403,024
542	Meat, fish (seafood) markets . . . . .	463	420	501	450	511	523	527	534	513	502	491	666	6,101
546	Retail bakeries . . . . .	646	675	731	748	813	758	744	799	755	828	837	904	9,238
554	<b>Gasoline service stations</b> . . . . .	<b>12,720</b>	<b>11,901</b>	<b>13,166</b>	<b>13,084</b>	<b>13,767</b>	<b>13,639</b>	<b>13,896</b>	<b>14,138</b>	<b>13,390</b>	<b>13,640</b>	<b>12,581</b>	<b>12,771</b>	<b>158,693</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>7,015</b>	<b>7,265</b>	<b>9,445</b>	<b>8,675</b>	<b>9,696</b>	<b>9,111</b>	<b>9,208</b>	<b>10,874</b>	<b>9,375</b>	<b>9,986</b>	<b>11,137</b>	<b>16,039</b>	<b>117,826</b>
561	Mens & boys clothing, furnishings. . . .	715	653	770	741	841	827	772	889	803	921	1,049	1,569	10,550
562,3	Women's clothing specialty stores . . . .	1,952	2,051	2,589	2,471	2,744	2,505	2,374	2,603	2,476	2,600	2,809	4,356	31,530
562	Women's ready to wear . . . . .	1,614	1,721	2,232	2,110	2,299	2,077	1,981	2,193	2,124	2,199	2,295	3,308	26,153
565	Family clothing stores . . . . .	2,504	2,556	3,411	3,152	3,545	3,404	3,582	4,188	3,540	3,942	4,666	6,639	45,129
566	Shoe stores . . . . .	1,214	1,358	1,809	1,582	1,799	1,686	1,689	2,096	1,620	1,607	1,689	2,256	20,405
58	<b>Eating and drinking places</b> . . . . .	<b>17,962</b>	<b>17,697</b>	<b>19,764</b>	<b>19,479</b>	<b>20,883</b>	<b>20,111</b>	<b>20,801</b>	<b>21,339</b>	<b>19,522</b>	<b>20,125</b>	<b>18,837</b>	<b>19,639</b>	<b>236,159</b>
5812	Eating places . . . . .	16,857	16,647	18,609	18,333	19,684	18,962	19,562	20,058	18,346	18,862	17,653	18,437	222,010
5812 pt	Restaurants, lunchrooms, cafeterias . .	9,235	9,123	10,081	9,761	10,401	9,820	10,440	10,889	9,864	10,193	9,561	10,106	119,474
5812 pt	Refreshment places . . . . .	7,327	7,293	8,279	8,278	8,967	8,734	8,839	8,876	8,022	8,268	7,727	7,925	98,535
5813	Drinking places (alcoholic bev) . . . . .	1,105	1,050	1,155	1,146	1,199	1,149	1,239	1,281	1,176	1,263	1,184	1,202	14,149
591	Drug & proprietary stores . . . . .	7,828	7,566	8,283	7,846	8,261	7,929	8,023	7,960	7,885	8,248	8,072	10,281	98,182
592	Liquor stores . . . . .	1,690	1,609	1,843	1,810	2,054	1,997	2,093	2,075	1,885	2,041	2,068	2,799	23,964
596	Nonstore retailers <sup>2</sup> . . . . .	5,405	5,403	6,207	6,032	5,972	5,849	5,917	5,526	6,299	6,979	7,152	8,178	74,919
5961	Total mail order . . . . .	3,495	3,163	3,886	3,812	3,704	3,579	3,581	3,527	4,188	4,640	4,951	6,146	48,672
598	Fuel dealers . . . . .	2,689	2,011	1,680	1,373	1,094	901	903	962	1,079	1,355	1,552	2,070	17,669
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>44,992</b>	<b>45,184</b>	<b>52,933</b>	<b>50,603</b>	<b>55,771</b>	<b>53,669</b>	<b>53,663</b>	<b>58,895</b>	<b>52,995</b>	<b>57,098</b>	<b>66,491</b>	<b>97,506</b>	<b>689,800</b>
594	Miscellaneous shopping goods stores .	6,332	6,183	6,563	6,555	7,106	6,952	6,895	7,579	6,959	7,051	8,771	16,853	93,799

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Con.**

[Data in millions of dollars]

SIC code	Kind of business	1997												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>211,170</b>	<b>213,945</b>	<b>213,756</b>	<b>211,552</b>	<b>210,972</b>	<b>212,486</b>	<b>215,031</b>	<b>216,022</b>	<b>215,488</b>	<b>215,113</b>	<b>215,914</b>	<b>216,867</b>	
	Total (excl. automotive group) . . .	159,748	160,713	161,127	160,446	160,324	161,089	162,669	162,641	162,965	163,273	163,425	163,170	
	<b>Durable goods, total . . . . .</b>	<b>86,443</b>	<b>89,015</b>	<b>88,416</b>	<b>86,848</b>	<b>86,109</b>	<b>87,183</b>	<b>88,469</b>	<b>89,407</b>	<b>88,617</b>	<b>88,349</b>	<b>89,357</b>	<b>90,877</b>	
52	<b>Building materials group stores . . . . .</b>	<b>12,121</b>	<b>12,384</b>	<b>12,591</b>	<b>12,583</b>	<b>12,495</b>	<b>12,570</b>	<b>12,646</b>	<b>12,471</b>	<b>12,589</b>	<b>12,689</b>	<b>12,674</b>	<b>12,820</b>	
521,3	Building materials, supply stores . . . .	9,239	9,499	9,679	9,772	9,755	9,641	9,754	9,596	9,717	9,782	9,750	9,927	
525	Hardware stores . . . . .	1,236	1,208	1,191	1,210	1,193	1,225	1,251	1,257	1,256	1,254	1,194	1,153	
55 ex														
554	<b>Automotive dealers . . . . .</b>	<b>51,422</b>	<b>53,232</b>	<b>52,629</b>	<b>51,106</b>	<b>50,648</b>	<b>51,397</b>	<b>52,362</b>	<b>53,381</b>	<b>52,523</b>	<b>51,840</b>	<b>52,489</b>	<b>53,697</b>	
551,2,5,	Motor vehicle and miscellaneous													
6,7,9	automobile dealers . . . . .	48,211	50,071	49,444	47,971	47,491	48,218	49,134	50,131	49,377	48,696	49,382	50,605	
553	Auto & home supply stores . . . . .	3,211	3,161	3,185	3,135	3,157	3,179	3,228	3,250	3,146	3,144	3,107	3,092	
57	<b>Furniture group stores . . . . .</b>	<b>11,674</b>	<b>11,891</b>	<b>11,931</b>	<b>12,056</b>	<b>12,116</b>	<b>12,155</b>	<b>12,313</b>	<b>12,428</b>	<b>12,264</b>	<b>12,339</b>	<b>12,556</b>	<b>12,757</b>	
571	Furniture & home furn. stores . . . . .	5,741	5,825	5,821	5,885	5,938	5,937	5,964	6,048	5,976	6,018	6,149	6,253	
5722,31,	Household appliance, radio, TV and													
34	computer stores . . . . .	5,048	5,154	5,204	5,278	5,272	5,334	5,453	5,464	5,353	5,373	5,484	5,540	
	<b>Nondurable goods, total . . . . .</b>	<b>124,727</b>	<b>124,930</b>	<b>125,340</b>	<b>124,704</b>	<b>124,863</b>	<b>125,303</b>	<b>126,562</b>	<b>126,615</b>	<b>126,871</b>	<b>126,764</b>	<b>126,557</b>	<b>125,990</b>	
53	<b>General merchandise group stores . . .</b>	<b>27,226</b>	<b>27,264</b>	<b>27,333</b>	<b>27,227</b>	<b>27,348</b>	<b>27,551</b>	<b>27,759</b>	<b>27,871</b>	<b>27,785</b>	<b>28,018</b>	<b>28,129</b>	<b>28,034</b>	
531	Dept. stores (excl. leased depts.) . . . .	21,373	21,391	21,454	21,402	21,525	21,671	21,835	21,945	21,870	22,109	22,229	22,218	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	21,705	21,744	22,002	21,741	21,955	22,087	22,244	22,376	22,214	22,516	22,638	22,677	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,544	4,561	4,566	4,544	4,590	4,612	4,646	4,668	4,566	4,689	4,696	4,686	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	13,546	13,673	13,916	13,743	13,874	13,982	14,099	14,251	14,220	14,364	14,491	14,546	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,615	3,510	3,520	3,454	3,491	3,493	3,499	3,457	3,428	3,463	3,451	3,445	
533	Variety stores . . . . .	943	977	978	917	920	948	979	1,019	1,020	976	988	912	
539	Miscellaneous general merchandise stores . . . . .	4,910	4,896	4,901	4,908	4,903	4,932	4,945	4,907	4,895	4,933	4,912	4,904	
54	<b>Food group stores . . . . .</b>	<b>35,619</b>	<b>35,652</b>	<b>35,985</b>	<b>35,633</b>	<b>35,645</b>	<b>35,414</b>	<b>35,836</b>	<b>35,892</b>	<b>36,164</b>	<b>36,075</b>	<b>36,138</b>	<b>35,979</b>	
541	Grocery stores . . . . .	33,495	33,481	33,786	33,461	33,443	33,179	33,588	33,590	33,869	33,789	33,861	33,708	
554	<b>Gasoline service stations . . . . .</b>	<b>13,590</b>	<b>13,509</b>	<b>13,435</b>	<b>13,230</b>	<b>13,025</b>	<b>13,002</b>	<b>13,109</b>	<b>13,225</b>	<b>13,363</b>	<b>13,359</b>	<b>13,146</b>	<b>12,926</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>9,721</b>	<b>9,708</b>	<b>9,697</b>	<b>9,603</b>	<b>9,714</b>	<b>9,872</b>	<b>9,988</b>	<b>10,074</b>	<b>9,833</b>	<b>9,847</b>	<b>9,902</b>	<b>9,910</b>	
561	Mens & boys clothing, furnishings. . . .	847	844	856	844	862	880	920	949	898	917	915	852	
562,3	Women's clothing specialty stores . . . .	2,707	2,699	2,634	2,615	2,591	2,634	2,650	2,624	2,590	2,569	2,594	2,664	
566	Shoe stores . . . . .	1,677	1,741	1,710	1,662	1,684	1,712	1,716	1,717	1,668	1,690	1,696	1,747	
58	<b>Eating and drinking places . . . . .</b>	<b>19,566</b>	<b>19,707</b>	<b>19,666</b>	<b>19,577</b>	<b>19,590</b>	<b>19,640</b>	<b>19,773</b>	<b>19,777</b>	<b>19,900</b>	<b>19,750</b>	<b>19,601</b>	<b>19,857</b>	
591	Drug & proprietary stores . . . . .	7,907	8,058	8,097	8,097	8,083	8,208	8,254	8,215	8,335	8,289	8,382	8,311	
592	Liquor stores . . . . .	1,914	1,939	1,942	1,965	1,975	2,013	1,995	2,001	1,993	2,068	2,060	2,084	
5961	Total mail order . . . . .	3,754	3,867	4,052	4,134	4,106	4,221	4,218	4,154	4,260	4,150	3,936	3,965	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>56,467</b>	<b>56,810</b>	<b>56,830</b>	<b>56,746</b>	<b>56,894</b>	<b>57,407</b>	<b>57,807</b>	<b>58,075</b>	<b>57,701</b>	<b>58,038</b>	<b>58,525</b>	<b>58,485</b>	

<sup>1</sup>Revised. The revision to the jewelry stores estimates does not result in a statistically significant change at the aggregate levels, therefore, the retail sales total and durable goods total were not revised.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>4</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>5</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>6</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1996												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>174,314</b>	<b>181,366</b>	<b>200,674</b>	<b>199,969</b>	<b>215,092</b>	<b>206,074</b>	<b>206,128</b>	<b>213,706</b>	<b>197,194</b>	<b>209,194</b>	<b>211,575</b>	<b>245,910</b>	<b>2,461,196</b>
	Total (excl. automotive group) . . . .	131,520	134,051	147,326	148,204	159,398	153,479	153,496	160,667	148,280	157,517	165,698	201,893	1,861,529
	<b>Durable goods, total</b> . . . . .	<b>69,824</b>	<b>74,535</b>	<b>83,792</b>	<b>84,373</b>	<b>91,659</b>	<b>87,404</b>	<b>87,355</b>	<b>88,672</b>	<b>81,825</b>	<b>86,185</b>	<b>81,892</b>	<b>91,015</b>	<b>1,008,531</b>
52	<b>Building materials group stores</b> . . . .	<b>8,360</b>	<b>8,546</b>	<b>10,168</b>	<b>12,453</b>	<b>13,944</b>	<b>13,476</b>	<b>13,273</b>	<b>12,848</b>	<b>12,161</b>	<b>12,857</b>	<b>11,375</b>	<b>10,789</b>	<b>140,250</b>
521,3,5	Building materials, supply stores, hard- ware . . . . .	7,464	7,615	8,905	10,446	11,633	11,250	11,445	11,081	10,396	11,112	9,985	9,213	120,545
521,3	Building materials, supply stores . . . .	6,463	6,672	7,850	9,162	10,225	9,907	10,167	9,858	9,278	9,885	8,766	7,937	106,170
525	Hardware stores . . . . .	1,001	943	1,055	1,284	1,408	1,343	1,278	1,223	1,118	1,227	1,219	1,276	14,375
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>42,794</b>	<b>47,315</b>	<b>53,348</b>	<b>51,765</b>	<b>55,694</b>	<b>52,595</b>	<b>52,632</b>	<b>53,039</b>	<b>48,914</b>	<b>51,677</b>	<b>45,877</b>	<b>44,017</b>	<b>599,667</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	40,033	44,542	50,223	48,516	52,293	49,246	49,160	49,574	45,740	48,188	42,739	41,063	561,317
551,2	Motor vehicle dealers . . . . .	38,464	42,637	47,815	45,618	49,135	46,121	46,323	46,436	43,443	45,897	40,792	39,197	531,878
551	Motor vehicle dealers, (new & used) . . .	35,568	39,158	43,740	41,712	45,383	42,562	42,732	42,906	40,205	42,352	37,513	36,173	490,004
553	Auto & home supply stores . . . . .	2,761	2,773	3,125	3,249	3,401	3,349	3,472	3,465	3,174	3,489	3,138	2,954	38,350
57	<b>Furniture group stores</b> . . . . .	<b>10,245</b>	<b>9,973</b>	<b>10,978</b>	<b>10,499</b>	<b>10,975</b>	<b>10,857</b>	<b>11,012</b>	<b>11,696</b>	<b>11,109</b>	<b>11,608</b>	<b>12,847</b>	<b>16,098</b>	<b>137,897</b>
571	Furniture & home furn. stores . . . . .	4,695	4,695	5,280	5,153	5,429	5,329	5,537	5,740	5,405	5,781	6,293	6,637	65,974
5712	Furniture stores . . . . .	2,876	2,943	3,246	3,101	3,237	3,165	3,215	3,362	3,201	3,334	3,656	3,675	39,011
5713	Floor covering stores . . . . .	885	811	956	1,029	1,038	1,034	1,124	1,088	1,013	1,101	1,026	1,031	12,136
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	4,728	4,433	4,788	4,518	4,684	4,666	4,651	5,055	4,865	5,008	5,581	7,764	60,741
5722	Household appliance stores . . . . .	708	659	740	755	807	803	806	850	776	814	901	1,054	9,673
5731,34	Radio, television and computer stores . . . . .	4,020	3,774	4,048	3,763	3,877	3,863	3,845	4,205	4,089	4,194	4,680	6,710	51,068
5941	Sporting goods stores and bicycle shops .	1,346	1,327	1,672	1,727	1,801	1,925	1,865	2,029	1,629	1,488	1,651	2,749	21,209
5942	Book stores . . . . .	1,429	792	777	784	893	876	821	1,419	1,081	930	935	1,644	12,381
5944	Jewelry stores . . . . .	1,033	1,424	1,303	1,345	1,750	1,395	1,365	1,466	1,323	1,454	1,834	4,476	20,168
	<b>Nondurable goods, total</b> . . . . .	<b>104,490</b>	<b>106,831</b>	<b>116,882</b>	<b>115,596</b>	<b>123,433</b>	<b>118,670</b>	<b>118,773</b>	<b>125,034</b>	<b>115,369</b>	<b>123,009</b>	<b>129,683</b>	<b>154,895</b>	<b>1,452,665</b>
53	<b>General merchandise group stores</b> . . .	<b>18,686</b>	<b>20,607</b>	<b>23,375</b>	<b>23,513</b>	<b>25,949</b>	<b>24,920</b>	<b>23,759</b>	<b>26,459</b>	<b>23,849</b>	<b>26,031</b>	<b>31,114</b>	<b>44,969</b>	<b>313,231</b>
531	Dept. stores (excl. leased depts.) . . . .	14,279	15,844	18,127	18,310	20,110	19,244	18,304	20,655	18,621	20,207	24,625	36,134	244,460
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,610	16,237	18,573	18,761	20,564	19,656	18,691	21,105	19,013	20,630	25,164	36,772	249,776
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,667	3,459	3,986	3,905	4,227	3,825	3,537	4,400	4,104	4,310	5,494	8,861	52,775
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	9,492	10,217	11,563	11,793	13,074	12,691	12,067	13,107	11,740	12,823	15,315	21,260	155,142
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,451	2,561	3,024	3,063	3,263	3,140	3,087	3,598	3,169	3,497	4,355	6,651	41,859
533	Variety stores . . . . .	595	718	813	822	903	833	826	892	786	905	990	1,554	10,637
539	Miscellaneous general merchandise stores . . . . .	3,812	4,045	4,435	4,381	4,936	4,843	4,629	4,912	4,442	4,919	5,499	7,281	58,134
54	<b>Food group stores</b> . . . . .	<b>33,387</b>	<b>32,396</b>	<b>34,789</b>	<b>33,843</b>	<b>36,143</b>	<b>35,110</b>	<b>36,076</b>	<b>36,509</b>	<b>33,906</b>	<b>35,304</b>	<b>35,689</b>	<b>37,828</b>	<b>420,980</b>
541	Grocery stores . . . . .	31,662	30,620	32,865	31,899	34,101	33,127	34,108	34,497	32,029	33,287	33,627	35,153	396,975
542	Meat, fish (seafood) markets . . . . .	447	452	486	483	520	516	515	550	453	454	486	635	5,997
546	Retail bakeries . . . . .	518	520	581	564	639	610	593	619	607	687	676	735	7,349
554	<b>Gasoline service stations</b> . . . . .	<b>11,730</b>	<b>11,474</b>	<b>12,694</b>	<b>13,126</b>	<b>14,289</b>	<b>13,876</b>	<b>13,855</b>	<b>14,017</b>	<b>12,924</b>	<b>13,469</b>	<b>13,003</b>	<b>13,188</b>	<b>157,645</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,568</b>	<b>7,456</b>	<b>8,931</b>	<b>9,099</b>	<b>9,491</b>	<b>8,997</b>	<b>8,710</b>	<b>10,514</b>	<b>9,145</b>	<b>9,654</b>	<b>10,866</b>	<b>15,204</b>	<b>114,635</b>
561	Mens & boys clothing, furnishings. . . .	642	653	711	722	780	763	665	769	752	803	932	1,441	9,633
562,3	Women's clothing specialty stores . . . .	1,821	2,113	2,458	2,589	2,817	2,634	2,344	2,644	2,526	2,689	2,925	4,235	31,795
562	Women's ready to wear . . . . .	1,500	1,757	2,100	2,245	2,441	2,269	1,978	2,245	2,170	2,299	2,470	3,490	26,964
565	Family clothing stores . . . . .	2,307	2,680	3,257	3,238	3,340	3,217	3,252	3,923	3,390	3,721	4,409	6,294	43,028
566	Shoe stores . . . . .	1,174	1,332	1,654	1,748	1,778	1,660	1,635	2,097	1,579	1,563	1,679	2,108	20,007
58	<b>Eating and drinking places</b> . . . . .	<b>16,742</b>	<b>17,484</b>	<b>19,191</b>	<b>18,768</b>	<b>19,986</b>	<b>19,517</b>	<b>19,786</b>	<b>20,533</b>	<b>18,618</b>	<b>19,404</b>	<b>18,972</b>	<b>19,171</b>	<b>228,172</b>
5812	Eating places . . . . .	15,692	16,397	18,009	17,653	18,824	18,381	18,622	19,324	17,501	18,238	17,809	17,994	214,444
5812 pt	Restaurants, lunchrooms, cafeterias . .	8,408	8,859	9,676	9,453	9,958	9,636	9,892	10,478	9,464	9,803	9,713	9,557	114,897
5812 pt	Refreshment places . . . . .	7,082	7,284	8,041	7,874	8,472	8,397	8,435	8,535	7,690	8,070	7,780	8,084	95,744
5813	Drinking places (alcoholic bev) . . . . .	1,050	1,087	1,182	1,115	1,162	1,136	1,164	1,209	1,117	1,166	1,163	1,177	13,728
591	Drug & proprietary stores . . . . .	7,020	7,072	7,387	7,305	7,631	7,151	7,372	7,520	7,112	7,715	7,614	9,602	90,501
592	Liquor stores . . . . .	1,644	1,615	1,795	1,757	1,912	1,912	1,987	2,018	1,745	1,825	1,957	2,510	22,677
596	Nonstore retailers <sup>2</sup> . . . . .	4,867	4,940	5,425	5,355	5,337	4,966	5,021	5,163	5,597	6,609	7,266	8,240	68,786
5961	Total mail order . . . . .	3,306	3,044	3,380	3,284	3,261	3,004	3,142	3,221	3,435	4,151	4,838	5,732	43,798
598	Fuel dealers . . . . .	2,649	2,353	1,971	1,439	1,130	897	928	958	1,140	1,514	1,732	2,330	19,041
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>41,415</b>	<b>43,937</b>	<b>49,521</b>	<b>49,444</b>	<b>53,369</b>	<b>51,553</b>	<b>50,302</b>	<b>56,446</b>	<b>50,779</b>	<b>54,213</b>	<b>63,557</b>	<b>92,918</b>	<b>657,454</b>
594	Miscellaneous shopping goods stores .	5,916	5,901	6,237	6,333	6,954	6,779	6,821	7,777	6,676	6,920	8,730	16,647	91,691

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1996												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>198,411</b>	<b>201,438</b>	<b>202,592</b>	<b>203,736</b>	<b>205,513</b>	<b>204,187</b>	<b>204,374</b>	<b>204,256</b>	<b>206,119</b>	<b>208,113</b>	<b>207,844</b>	<b>208,651</b>	
	Total (excl. automotive group) . . .	149,936	151,042	152,138	154,692	155,392	154,782	155,017	154,922	155,826	157,232	157,612	158,319	
	<b>Durable goods, total . . . . .</b>	<b>80,840</b>	<b>82,990</b>	<b>83,757</b>	<b>82,864</b>	<b>84,579</b>	<b>83,795</b>	<b>83,666</b>	<b>83,486</b>	<b>84,357</b>	<b>85,412</b>	<b>84,878</b>	<b>84,977</b>	
52	<b>Building materials group stores . . . . .</b>	<b>10,912</b>	<b>11,017</b>	<b>11,058</b>	<b>11,464</b>	<b>11,637</b>	<b>11,999</b>	<b>11,922</b>	<b>11,779</b>	<b>11,856</b>	<b>11,889</b>	<b>11,891</b>	<b>11,960</b>	
521,3	Building materials, supply stores . . . .	8,254	8,350	8,432	8,603	8,860	8,998	9,029	8,946	8,999	8,970	9,046	9,050	
525	Hardware stores . . . . .	1,189	1,201	1,166	1,226	1,212	1,201	1,191	1,173	1,171	1,195	1,189	1,223	
55 ex														
554	<b>Automotive dealers . . . . .</b>	<b>48,475</b>	<b>50,396</b>	<b>50,454</b>	<b>49,044</b>	<b>50,121</b>	<b>49,405</b>	<b>49,357</b>	<b>49,334</b>	<b>50,293</b>	<b>50,881</b>	<b>50,232</b>	<b>50,332</b>	
551,2,5,	Motor vehicle and miscellaneous auto-													
6,7,9	mobile dealers . . . . .	45,337	47,234	47,291	45,856	46,900	46,197	46,160	46,158	47,106	47,617	47,069	47,145	
553	Auto & home supply stores . . . . .	3,138	3,162	3,163	3,188	3,221	3,208	3,197	3,176	3,187	3,264	3,163	3,187	
57	<b>Furniture group stores . . . . .</b>	<b>11,090</b>	<b>11,119</b>	<b>11,483</b>	<b>11,470</b>	<b>11,515</b>	<b>11,512</b>	<b>11,469</b>	<b>11,523</b>	<b>11,660</b>	<b>11,642</b>	<b>11,566</b>	<b>11,562</b>	
571	Furniture & home furn. stores . . . . .	5,165	5,329	5,466	5,453	5,462	5,488	5,515	5,493	5,549	5,613	5,589	5,625	
5722,31,	Household appliance, radio, TV and													
34	computer stores . . . . .	4,998	4,850	5,061	5,059	5,097	5,061	5,012	5,096	5,203	5,126	5,069	5,028	
	<b>Nondurable goods, total . . . . .</b>	<b>117,571</b>	<b>118,448</b>	<b>118,835</b>	<b>120,872</b>	<b>120,934</b>	<b>120,392</b>	<b>120,708</b>	<b>120,770</b>	<b>121,762</b>	<b>122,701</b>	<b>122,966</b>	<b>123,674</b>	
53	<b>General merchandise group stores . . .</b>	<b>25,107</b>	<b>25,428</b>	<b>25,259</b>	<b>26,182</b>	<b>26,095</b>	<b>25,922</b>	<b>25,979</b>	<b>26,189</b>	<b>26,377</b>	<b>26,568</b>	<b>26,518</b>	<b>26,921</b>	
531	Dept. stores (excl. leased depts.) . . . .	19,587	19,805	19,554	20,435	20,334	20,193	20,225	20,410	20,621	20,768	20,711	21,143	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	19,907	20,215	20,105	20,847	20,812	20,652	20,696	20,858	21,054	21,156	21,118	21,542	
531 pt.	Conventional department stores													
	(including leased depts.) <sup>1</sup> . . . . .	4,200	4,390	4,380	4,463	4,371	4,347	4,319	4,365	4,422	4,430	4,409	4,514	
531 pt.	Discount department stores													
	(including leased depts.) <sup>1</sup> . . . . .	12,408	12,460	12,354	12,903	12,932	12,858	12,920	13,003	13,103	13,179	13,191	13,405	
531 pt.	National chain department stores													
	(including leased depts.) <sup>1</sup> . . . . .	3,299	3,365	3,371	3,481	3,509	3,447	3,457	3,490	3,529	3,547	3,518	3,623	
533	Variety stores . . . . .	848	842	869	895	893	886	907	887	869	910	893	914	
539	Miscellaneous general merchandise													
	stores . . . . .	4,672	4,781	4,836	4,852	4,868	4,843	4,847	4,892	4,887	4,890	4,914	4,864	
54	<b>Food group stores . . . . .</b>	<b>34,654</b>	<b>34,470</b>	<b>34,622</b>	<b>34,932</b>	<b>34,845</b>	<b>34,883</b>	<b>35,203</b>	<b>35,041</b>	<b>35,324</b>	<b>35,473</b>	<b>35,410</b>	<b>35,543</b>	
541	Grocery stores . . . . .	32,709	32,540	32,669	32,954	32,853	32,864	33,211	33,043	33,329	33,454	33,360	33,479	
554	<b>Gasoline service stations . . . . .</b>	<b>12,572</b>	<b>12,581</b>	<b>12,914</b>	<b>13,272</b>	<b>13,557</b>	<b>13,278</b>	<b>13,009</b>	<b>12,979</b>	<b>13,055</b>	<b>13,244</b>	<b>13,336</b>	<b>13,457</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>9,324</b>	<b>9,609</b>	<b>9,401</b>	<b>9,717</b>	<b>9,646</b>	<b>9,591</b>	<b>9,522</b>	<b>9,500</b>	<b>9,682</b>	<b>9,655</b>	<b>9,452</b>	<b>9,526</b>	
561	Mens & boys clothing, furnishings. . . .	783	812	796	808	811	794	801	814	835	812	811	780	
562,3	Women's clothing specialty stores . . . .	2,561	2,688	2,537	2,686	2,709	2,730	2,613	2,605	2,684	2,678	2,635	2,644	
566	Shoe stores . . . . .	1,644	1,644	1,646	1,724	1,695	1,670	1,679	1,668	1,640	1,665	1,641	1,662	
58	<b>Eating and drinking places . . . . .</b>	<b>18,499</b>	<b>18,780</b>	<b>18,852</b>	<b>18,919</b>	<b>18,962</b>	<b>18,839</b>	<b>18,934</b>	<b>18,942</b>	<b>18,998</b>	<b>19,174</b>	<b>19,559</b>	<b>19,326</b>	
591	Drug & proprietary stores . . . . .	7,127	7,246	7,350	7,364	7,467	7,449	7,569	7,627	7,631	7,793	7,761	7,851	
592	Liquor stores . . . . .	1,898	1,878	1,884	1,885	1,880	1,887	1,900	1,911	1,872	1,876	1,882	1,900	
5961	Total mail order . . . . .	3,473	3,585	3,521	3,539	3,603	3,663	3,688	3,648	3,658	3,710	3,668	3,788	
53,56,														
57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>52,916</b>	<b>53,486</b>	<b>53,676</b>	<b>54,890</b>	<b>54,823</b>	<b>54,599</b>	<b>54,651</b>	<b>54,997</b>	<b>55,340</b>	<b>55,580</b>	<b>55,289</b>	<b>55,828</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>166,441</b>	<b>163,293</b>	<b>191,193</b>	<b>186,582</b>	<b>200,374</b>	<b>201,543</b>	<b>193,761</b>	<b>203,135</b>	<b>191,802</b>	<b>192,925</b>	<b>201,328</b>	<b>236,933</b>	<b>2,329,310</b>
	Total (excl. automotive group) . . . .	127,503	123,456	141,517	140,493	149,554	148,656	145,673	151,885	144,919	146,521	157,385	195,040	1,772,602
	<b>Durable goods, total</b> . . . . .	<b>64,979</b>	<b>64,872</b>	<b>78,885</b>	<b>75,403</b>	<b>83,841</b>	<b>85,805</b>	<b>79,469</b>	<b>84,732</b>	<b>78,566</b>	<b>78,047</b>	<b>78,047</b>	<b>87,084</b>	<b>939,730</b>
52	<b>Building materials group stores</b> . . . .	<b>8,284</b>	<b>8,062</b>	<b>10,383</b>	<b>11,055</b>	<b>12,862</b>	<b>12,411</b>	<b>11,463</b>	<b>11,876</b>	<b>11,358</b>	<b>11,579</b>	<b>10,709</b>	<b>10,067</b>	<b>130,109</b>
521,3,5	Building materials, supply stores, hard- ware . . . . .	7,437	7,197	8,985	9,321	10,632	10,609	9,993	10,174	9,791	10,122	9,348	8,658	112,267
521,3	Building materials, supply stores . . . .	6,545	6,331	7,902	8,139	9,259	9,239	8,735	8,964	8,611	8,954	8,126	7,386	98,191
525	Hardware stores . . . . .	892	866	1,083	1,182	1,373	1,370	1,258	1,210	1,180	1,168	1,222	1,272	14,076
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>38,938</b>	<b>39,837</b>	<b>49,676</b>	<b>46,089</b>	<b>50,820</b>	<b>52,887</b>	<b>48,088</b>	<b>51,250</b>	<b>46,883</b>	<b>46,404</b>	<b>43,943</b>	<b>41,893</b>	<b>556,708</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	36,395	37,400	46,683	43,147	47,702	49,687	44,953	47,955	43,780	43,218	40,826	39,012	520,758
551,2	Motor vehicle dealers . . . . .	35,043	35,774	44,066	40,544	44,814	46,531	42,349	45,272	41,468	41,148	39,373	37,336	493,718
551	Motor vehicle dealers, (new & used) . . .	32,290	32,896	40,719	37,501	41,587	43,181	38,811	41,783	38,208	38,040	36,413	34,754	456,183
553	Auto & home supply stores . . . . .	2,543	2,437	2,993	2,942	3,118	3,200	3,135	3,295	3,103	3,186	3,117	2,881	35,950
57	<b>Furniture group stores</b> . . . . .	<b>9,755</b>	<b>9,068</b>	<b>10,179</b>	<b>9,440</b>	<b>10,169</b>	<b>10,376</b>	<b>10,253</b>	<b>11,050</b>	<b>10,792</b>	<b>10,897</b>	<b>12,468</b>	<b>15,901</b>	<b>130,348</b>
571	Furniture & home furn. stores . . . . .	4,578	4,318	4,916	4,717	5,070	5,090	5,119	5,391	5,332	5,367	5,997	6,377	62,272
5712	Furniture stores . . . . .	2,841	2,650	2,996	2,784	2,979	3,009	3,017	3,158	3,153	3,141	3,400	3,540	36,668
5713	Floor covering stores . . . . .	860	853	973	956	1,013	1,045	988	1,050	1,063	1,041	1,077	1,057	11,976
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	4,361	3,996	4,444	3,969	4,333	4,478	4,334	4,746	4,586	4,699	5,466	7,793	57,205
5722	Household appliance stores . . . . .	719	644	765	698	793	857	886	860	765	764	851	975	9,577
5731,34	Radio, television and computer stores . . . . .	3,642	3,352	3,679	3,271	3,540	3,621	3,448	3,886	3,821	3,935	4,615	6,818	47,628
5941	Sporting goods stores and bicycle shops .	1,239	1,265	1,621	1,629	1,668	1,774	1,730	1,873	1,593	1,419	1,571	2,771	20,153
5942	Book stores . . . . .	1,336	735	712	705	806	829	804	1,283	1,136	773	882	1,523	11,524
5944	Jewelry stores . . . . .	913	1,219	1,133	1,200	1,597	1,384	1,254	1,387	1,318	1,364	1,858	4,445	19,072
	<b>Nonurable goods, total</b> . . . . .	<b>101,462</b>	<b>98,421</b>	<b>112,308</b>	<b>111,179</b>	<b>116,533</b>	<b>115,738</b>	<b>114,292</b>	<b>118,403</b>	<b>113,236</b>	<b>114,878</b>	<b>123,281</b>	<b>149,849</b>	<b>1,389,580</b>
53	<b>General merchandise group stores</b> . . .	<b>18,276</b>	<b>18,413</b>	<b>22,284</b>	<b>22,766</b>	<b>23,920</b>	<b>23,990</b>	<b>23,195</b>	<b>24,650</b>	<b>23,201</b>	<b>24,132</b>	<b>30,064</b>	<b>43,071</b>	<b>297,962</b>
531	Dept. stores (excl. leased depts.) . . . .	13,764	14,095	17,230	17,593	18,324	18,427	17,917	19,129	18,026	18,709	23,745	34,141	231,100
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,098	14,439	17,650	18,031	18,765	18,860	18,325	19,593	18,458	19,140	24,317	34,870	236,546
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,738	3,145	3,864	3,844	4,049	3,877	3,593	4,238	4,119	4,092	5,483	8,555	51,597
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	8,850	8,887	10,772	11,251	11,723	11,942	11,505	11,940	11,257	11,800	14,543	20,124	144,594
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,510	2,407	3,014	2,936	2,993	3,041	3,227	3,415	3,082	3,248	4,291	6,191	40,355
533	Variety stores . . . . .	637	605	714	774	797	797	741	780	763	806	954	1,506	9,874
539	Miscellaneous general merchandise stores . . . . .	3,875	3,713	4,340	4,399	4,799	4,766	4,537	4,741	4,412	4,617	5,365	7,424	56,988
54	<b>Food group stores</b> . . . . .	<b>32,432</b>	<b>30,451</b>	<b>33,770</b>	<b>33,209</b>	<b>34,624</b>	<b>34,461</b>	<b>34,950</b>	<b>34,772</b>	<b>33,603</b>	<b>33,367</b>	<b>34,006</b>	<b>37,747</b>	<b>407,392</b>
541	Grocery stores . . . . .	30,835	28,836	32,022	31,369	32,788	32,636	33,115	32,899	31,781	31,469	32,090	35,187	385,027
542	Meat, fish (seafood) markets . . . . .	439	419	470	470	466	471	486	502	475	462	501	658	5,819
546	Retail bakeries . . . . .	494	503	546	553	586	578	575	586	576	626	604	660	6,887
554	<b>Gasoline service stations</b> . . . . .	<b>11,488</b>	<b>10,956</b>	<b>12,229</b>	<b>12,126</b>	<b>13,290</b>	<b>13,531</b>	<b>13,321</b>	<b>13,466</b>	<b>12,521</b>	<b>12,481</b>	<b>11,949</b>	<b>12,197</b>	<b>149,555</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,507</b>	<b>6,654</b>	<b>8,584</b>	<b>8,861</b>	<b>8,919</b>	<b>8,811</b>	<b>8,449</b>	<b>9,763</b>	<b>9,289</b>	<b>8,983</b>	<b>10,764</b>	<b>15,352</b>	<b>110,936</b>
561	Mens & boys clothing, furnishings. . . .	666	611	680	732	726	746	648	701	728	761	909	1,476	9,384
562,3	Women's clothing specialty stores . . . .	1,943	2,046	2,626	2,670	2,816	2,601	2,426	2,628	2,639	2,600	2,918	4,271	32,184
562	Women's ready to wear . . . . .	1,675	1,758	2,324	2,365	2,459	2,283	2,103	2,249	2,289	2,231	2,476	3,560	27,772
565	Family clothing stores . . . . .	2,226	2,298	2,943	3,002	3,002	3,108	3,054	3,543	3,374	3,345	4,363	6,369	40,627
566	Shoe stores . . . . .	1,124	1,132	1,576	1,723	1,672	1,664	1,571	1,942	1,645	1,478	1,675	2,116	19,318
58	<b>Eating and drinking places</b> . . . . .	<b>16,609</b>	<b>16,233</b>	<b>18,514</b>	<b>18,545</b>	<b>19,297</b>	<b>19,316</b>	<b>19,558</b>	<b>19,887</b>	<b>18,655</b>	<b>18,776</b>	<b>17,802</b>	<b>18,889</b>	<b>222,081</b>
5812	Eating places . . . . .	15,661	15,282	17,445	17,482	18,205	18,237	18,447	18,757	17,501	17,633	16,675	17,709	209,034
5812 pt	Restaurants, lunchrooms, cafeterias . .	8,510	8,303	9,306	9,316	9,690	9,599	9,983	10,120	9,255	9,310	8,921	9,360	111,673
5812 pt	Refreshment places . . . . .	7,015	6,845	7,921	7,849	8,166	8,195	8,208	8,342	7,913	7,928	7,494	8,048	93,924
5813	Drinking places (alcoholic bev) . . . . .	948	951	1,069	1,063	1,092	1,079	1,111	1,130	1,154	1,143	1,127	1,180	13,047
591	Drug & proprietary stores . . . . .	6,754	6,539	7,052	6,870	7,183	6,943	6,701	6,938	6,761	6,979	7,101	8,884	84,705
592	Liquor stores . . . . .	1,538	1,484	1,706	1,679	1,785	1,838	1,861	1,834	1,817	1,760	1,848	2,550	21,700
596	Nonstore retailers <sup>2</sup> . . . . .	4,794	4,412	5,235	4,630	4,904	4,629	4,254	4,930	5,130	5,882	6,799	7,218	62,817
5961	Total mail order . . . . .	3,115	2,591	3,193	2,806	3,019	2,780	2,666	3,035	3,239	3,753	4,645	5,188	40,030
598	Fuel dealers . . . . .	1,939	1,992	1,659	1,203	1,112	945	863	981	1,074	1,236	1,652	2,289	16,945
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>40,073</b>	<b>39,509</b>	<b>46,863</b>	<b>47,000</b>	<b>49,615</b>	<b>49,722</b>	<b>48,212</b>	<b>52,651</b>	<b>49,888</b>	<b>50,404</b>	<b>61,604</b>	<b>90,369</b>	<b>625,910</b>
594	Miscellaneous shopping goods stores .	5,535	5,374	5,816	5,933	6,607	6,545	6,315	7,188	6,606	6,392	8,308	16,045	86,664

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>192,450</b>	<b>189,600</b>	<b>190,880</b>	<b>191,485</b>	<b>193,866</b>	<b>194,912</b>	<b>194,422</b>	<b>195,912</b>	<b>195,879</b>	<b>195,635</b>	<b>197,609</b>	<b>198,967</b>	
	Total (excl. automotive group) . . .	147,219	145,186	145,722	146,221	147,537	147,833	147,716	148,297	148,957	148,424	149,876	150,907	
	<b>Durable goods, total . . . . .</b>	<b>76,889</b>	<b>75,688</b>	<b>76,511</b>	<b>76,486</b>	<b>78,047</b>	<b>78,761</b>	<b>78,524</b>	<b>79,772</b>	<b>79,113</b>	<b>79,494</b>	<b>80,603</b>	<b>81,119</b>	
52	<b>Building materials group stores . . . . .</b>	<b>10,991</b>	<b>10,838</b>	<b>10,957</b>	<b>10,691</b>	<b>10,663</b>	<b>10,621</b>	<b>10,726</b>	<b>10,802</b>	<b>10,820</b>	<b>10,986</b>	<b>11,177</b>	<b>11,293</b>	
521,3	Building materials, supply stores . . . .	8,478	8,265	8,248	8,066	7,975	8,027	8,080	8,061	8,131	8,329	8,395	8,578	
525	Hardware stores . . . . .	1,085	1,144	1,177	1,149	1,183	1,206	1,185	1,185	1,188	1,161	1,218	1,197	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>45,231</b>	<b>44,414</b>	<b>45,158</b>	<b>45,264</b>	<b>46,329</b>	<b>47,079</b>	<b>46,706</b>	<b>47,615</b>	<b>46,922</b>	<b>47,211</b>	<b>47,733</b>	<b>48,060</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	42,271	41,509	42,209	42,301	43,365	44,127	43,729	44,609	43,868	44,145	44,619	44,945	
553	Auto & home supply stores . . . . .	2,960	2,905	2,949	2,963	2,964	2,952	2,977	3,006	3,054	3,066	3,114	3,115	
57	<b>Furniture group stores . . . . .</b>	<b>10,677</b>	<b>10,530</b>	<b>10,514</b>	<b>10,429</b>	<b>10,692</b>	<b>10,786</b>	<b>10,788</b>	<b>11,006</b>	<b>11,098</b>	<b>11,123</b>	<b>11,286</b>	<b>11,290</b>	
571	Furniture & home furn. stores . . . . .	5,138	5,062	5,027	5,067	5,085	5,147	5,181	5,219	5,305	5,303	5,403	5,354	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	4,625	4,598	4,629	4,500	4,736	4,749	4,701	4,813	4,858	4,900	4,942	5,025	
	<b>Nondurable goods, total . . . . .</b>	<b>115,561</b>	<b>113,912</b>	<b>114,369</b>	<b>114,999</b>	<b>115,819</b>	<b>116,151</b>	<b>115,898</b>	<b>116,140</b>	<b>116,766</b>	<b>116,141</b>	<b>117,006</b>	<b>117,848</b>	
53	<b>General merchandise group stores . . .</b>	<b>24,794</b>	<b>23,965</b>	<b>24,283</b>	<b>24,578</b>	<b>24,687</b>	<b>24,975</b>	<b>25,065</b>	<b>24,875</b>	<b>25,256</b>	<b>24,926</b>	<b>25,175</b>	<b>25,271</b>	
531	Dept. stores (excl. leased depts.) . . . .	19,064	18,595	18,749	19,019	19,048	19,336	19,496	19,322	19,658	19,388	19,640	19,576	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	19,355	18,964	19,274	19,465	19,472	19,754	20,056	19,786	20,131	19,805	20,188	20,028	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,367	4,239	4,279	4,309	4,294	4,322	4,345	4,289	4,359	4,263	4,321	4,316	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	11,614	11,423	11,683	11,868	11,889	12,087	12,149	12,122	12,370	12,228	12,409	12,392	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,374	3,302	3,312	3,288	3,289	3,345	3,562	3,375	3,402	3,314	3,458	3,320	
533	Variety stores . . . . .	904	758	775	793	826	825	803	793	833	836	845	859	
539	Miscellaneous general merchandise stores . . . . .	4,826	4,612	4,759	4,766	4,813	4,814	4,766	4,760	4,765	4,702	4,690	4,836	
54	<b>Food group stores . . . . .</b>	<b>34,033</b>	<b>33,753</b>	<b>33,605</b>	<b>33,778</b>	<b>33,950</b>	<b>33,879</b>	<b>33,922</b>	<b>34,036</b>	<b>34,008</b>	<b>34,156</b>	<b>34,217</b>	<b>34,532</b>	
541	Grocery stores . . . . .	32,220	31,934	31,799	31,944	32,145	32,059	32,057	32,159	32,102	32,243	32,284	32,581	
554	<b>Gasoline service stations . . . . .</b>	<b>12,446</b>	<b>12,450</b>	<b>12,440</b>	<b>12,475</b>	<b>12,645</b>	<b>12,765</b>	<b>12,603</b>	<b>12,550</b>	<b>12,446</b>	<b>12,297</b>	<b>12,293</b>	<b>12,433</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>9,391</b>	<b>8,996</b>	<b>9,184</b>	<b>9,122</b>	<b>9,246</b>	<b>9,245</b>	<b>9,196</b>	<b>9,127</b>	<b>9,425</b>	<b>9,200</b>	<b>9,405</b>	<b>9,393</b>	
561	Mens & boys clothing, furnishings. . . .	818	799	779	778	772	773	763	769	787	781	791	782	
562,3	Women's clothing specialty stores . . . .	2,800	2,714	2,756	2,700	2,731	2,690	2,696	2,657	2,685	2,642	2,626	2,638	
566	Shoe stores . . . . .	1,583	1,476	1,616	1,627	1,631	1,643	1,620	1,602	1,624	1,608	1,654	1,624	
58	<b>Eating and drinking places . . . . .</b>	<b>18,292</b>	<b>18,137</b>	<b>18,331</b>	<b>18,508</b>	<b>18,573</b>	<b>18,520</b>	<b>18,574</b>	<b>18,656</b>	<b>18,674</b>	<b>18,627</b>	<b>18,641</b>	<b>18,665</b>	
591	Drug & proprietary stores . . . . .	6,984	6,979	6,962	6,996	7,056	7,056	6,987	7,065	7,147	7,143	7,231	7,258	
592	Liquor stores . . . . .	1,807	1,786	1,801	1,790	1,787	1,791	1,771	1,809	1,835	1,841	1,850	1,852	
5961	Total mail order . . . . .	3,310	3,183	3,206	3,211	3,299	3,259	3,324	3,410	3,399	3,399	3,492	3,503	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>51,922</b>	<b>50,407</b>	<b>50,963</b>	<b>51,184</b>	<b>51,862</b>	<b>52,198</b>	<b>52,258</b>	<b>52,247</b>	<b>53,103</b>	<b>52,521</b>	<b>53,297</b>	<b>53,413</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1994												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>154,595</b>	<b>155,792</b>	<b>184,004</b>	<b>181,415</b>	<b>186,602</b>	<b>189,506</b>	<b>185,191</b>	<b>193,232</b>	<b>185,232</b>	<b>188,733</b>	<b>193,566</b>	<b>232,010</b>	<b>2,229,878</b>
	Total (excl. automotive group) . . . .	119,443	117,975	136,837	135,399	141,126	141,830	141,077	146,757	140,489	144,320	151,661	191,196	1,708,110
	<b>Durable goods, total</b> . . . . .	<b>57,866</b>	<b>60,423</b>	<b>74,195</b>	<b>74,081</b>	<b>75,877</b>	<b>78,507</b>	<b>73,841</b>	<b>78,350</b>	<b>75,366</b>	<b>74,766</b>	<b>74,212</b>	<b>84,622</b>	<b>882,106</b>
52	<b>Building materials group stores</b> . . . .	<b>7,284</b>	<b>7,166</b>	<b>9,683</b>	<b>10,979</b>	<b>12,182</b>	<b>11,890</b>	<b>11,085</b>	<b>11,735</b>	<b>11,392</b>	<b>11,112</b>	<b>10,479</b>	<b>9,959</b>	<b>124,946</b>
521,3,5	Building materials, supply stores, hard- ware . . . . .	6,571	6,497	8,467	9,345	10,136	10,217	9,703	10,248	9,829	9,808	9,166	8,644	108,631
521,3	Building materials, supply stores . . . .	5,601	5,619	7,400	8,097	8,823	8,928	8,468	9,037	8,674	8,589	7,981	7,378	94,595
525	Hardware stores . . . . .	970	878	1,067	1,248	1,313	1,289	1,235	1,211	1,155	1,219	1,185	1,266	14,036
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>35,152</b>	<b>37,817</b>	<b>47,167</b>	<b>46,016</b>	<b>45,476</b>	<b>47,676</b>	<b>44,114</b>	<b>46,475</b>	<b>44,743</b>	<b>44,413</b>	<b>41,905</b>	<b>40,814</b>	<b>521,768</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	32,819	35,452	44,286	43,139	42,596	44,607	41,128	43,378	41,782	41,459	38,974	38,027	487,647
551,2	Motor vehicle dealers . . . . .	31,832	34,139	42,076	40,641	40,155	41,897	38,794	41,247	39,855	39,364	37,297	36,420	463,717
551	Motor vehicle dealers, (new & used) . . .	29,577	31,646	39,343	37,793	37,459	39,069	35,963	38,066	36,913	36,173	34,689	33,909	430,600
553	Auto & home supply stores . . . . .	2,333	2,365	2,881	2,877	2,880	3,069	2,986	3,097	2,961	2,954	2,931	2,787	34,121
57	<b>Furniture group stores</b> . . . . .	<b>8,242</b>	<b>8,128</b>	<b>9,294</b>	<b>8,932</b>	<b>9,192</b>	<b>9,612</b>	<b>9,586</b>	<b>10,170</b>	<b>9,956</b>	<b>10,280</b>	<b>11,629</b>	<b>15,272</b>	<b>120,293</b>
571	Furniture & home furn. stores . . . . .	3,993	4,108	4,771	4,690	4,860	4,950	4,982	5,290	5,098	5,222	5,694	6,288	59,946
5712	Furniture stores . . . . .	2,525	2,556	2,909	2,820	2,844	2,883	2,931	3,060	3,031	3,027	3,280	3,557	35,423
5713	Floor covering stores . . . . .	725	758	913	943	1,013	1,061	1,025	1,085	1,003	1,056	1,055	1,044	11,681
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	3,558	3,330	3,758	3,494	3,594	3,885	3,819	4,077	4,033	4,252	5,000	7,261	50,061
5722	Household appliance stores . . . . .	627	579	675	658	684	805	765	746	691	721	855	974	8,780
5731,34	Radio, television and computer stores . . . . .	2,931	2,751	3,083	2,836	2,910	3,080	3,054	3,331	3,342	3,531	4,145	6,287	41,281
5941	Sporting goods stores and bicycle shops .	1,178	1,205	1,502	1,566	1,566	1,694	1,600	1,755	1,485	1,339	1,488	2,640	19,018
5942	Book stores . . . . .	1,072	646	646	621	697	738	691	1,178	1,042	747	788	1,440	10,306
5944	Jewelry stores . . . . .	904	1,191	1,058	1,169	1,365	1,254	1,223	1,319	1,244	1,322	1,729	4,199	17,977
	<b>Nondurable goods, total</b> . . . . .	<b>96,729</b>	<b>95,369</b>	<b>109,809</b>	<b>107,334</b>	<b>110,725</b>	<b>110,999</b>	<b>111,350</b>	<b>114,882</b>	<b>109,866</b>	<b>113,967</b>	<b>119,354</b>	<b>147,388</b>	<b>1,347,772</b>
53	<b>General merchandise group stores</b> . . .	<b>16,920</b>	<b>17,523</b>	<b>21,469</b>	<b>21,174</b>	<b>22,193</b>	<b>22,371</b>	<b>21,543</b>	<b>23,203</b>	<b>21,781</b>	<b>23,762</b>	<b>28,375</b>	<b>42,022</b>	<b>282,336</b>
531	Dept. stores (excl. leased depts.) . . . .	12,693	13,212	16,466	16,200	16,925	17,076	16,498	17,951	16,745	18,326	22,168	33,132	217,392
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	13,008	13,550	16,874	16,622	17,337	17,486	16,887	18,384	17,172	18,762	22,700	33,859	222,641
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,639	3,127	4,011	3,768	3,904	3,812	3,567	4,247	4,083	4,285	5,493	8,784	51,720
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	7,897	8,020	9,728	9,869	10,465	10,617	10,334	10,743	10,075	11,099	13,070	18,899	130,816
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,472	2,403	3,135	2,985	2,968	3,057	2,986	3,394	3,014	3,378	4,137	6,176	40,105
533	Variety stores . . . . .	549	619	757	753	770	769	703	749	744	788	885	1,460	9,546
539	Miscellaneous general merchandise stores . . . . .	3,678	3,692	4,246	4,221	4,498	4,526	4,342	4,503	4,292	4,648	5,322	7,430	55,398
54	<b>Food group stores</b> . . . . .	<b>31,347</b>	<b>29,545</b>	<b>33,062</b>	<b>32,262</b>	<b>33,299</b>	<b>33,603</b>	<b>34,320</b>	<b>33,753</b>	<b>32,997</b>	<b>33,065</b>	<b>33,095</b>	<b>37,017</b>	<b>397,365</b>
541	Grocery stores . . . . .	29,867	28,049	31,370	30,604	31,555	31,912	32,598	32,020	31,292	31,282	31,292	34,613	376,454
542	Meat, fish (seafood) markets . . . . .	419	390	488	469	504	511	505	524	484	485	512	671	5,962
546	Retail bakeries . . . . .	463	466	515	521	550	512	534	531	533	582	556	595	6,358
554	<b>Gasoline service stations</b> . . . . .	<b>10,666</b>	<b>10,350</b>	<b>11,457</b>	<b>11,485</b>	<b>12,104</b>	<b>12,423</b>	<b>12,769</b>	<b>13,239</b>	<b>12,395</b>	<b>12,504</b>	<b>12,163</b>	<b>12,371</b>	<b>143,926</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,315</b>	<b>6,655</b>	<b>8,791</b>	<b>8,627</b>	<b>8,562</b>	<b>8,556</b>	<b>8,447</b>	<b>9,745</b>	<b>8,876</b>	<b>9,312</b>	<b>10,509</b>	<b>15,581</b>	<b>109,976</b>
561	Mens & boys clothing, furnishings. . . .	691	636	766	778	793	824	722	757	758	840	941	1,579	10,085
562,3	Women's clothing specialty stores . . . .	2,002	2,199	2,811	2,805	2,806	2,677	2,509	2,828	2,663	2,855	3,150	4,691	33,996
562	Women's ready to wear . . . . .	1,754	1,934	2,512	2,509	2,502	2,398	2,200	2,484	2,364	2,514	2,733	4,042	29,946
565	Family clothing stores . . . . .	2,017	2,147	2,904	2,835	2,812	2,907	3,000	3,390	3,063	3,351	4,022	6,078	38,526
566	Shoe stores . . . . .	1,144	1,188	1,636	1,560	1,569	1,555	1,552	1,900	1,635	1,528	1,624	2,173	19,064
58	<b>Eating and drinking places</b> . . . . .	<b>15,592</b>	<b>16,001</b>	<b>18,167</b>	<b>18,168</b>	<b>18,762</b>	<b>18,790</b>	<b>19,476</b>	<b>19,237</b>	<b>18,121</b>	<b>18,547</b>	<b>17,494</b>	<b>18,751</b>	<b>217,106</b>
5812	Eating places . . . . .	14,659	15,063	17,108	17,108	17,712	17,778	18,448	18,210	17,123	17,526	16,492	17,688	204,915
5812 pt	Restaurants, lunchrooms, cafeterias . .	8,093	8,408	9,445	9,395	9,640	9,544	9,985	9,937	9,251	9,443	8,915	9,499	111,555
5812 pt	Refreshment places . . . . .	6,411	6,493	7,475	7,486	7,764	7,882	8,160	7,979	7,618	7,834	7,380	7,920	90,402
5813	Drinking places (alcoholic bev) . . . . .	933	938	1,059	1,060	1,050	1,012	1,028	1,027	998	1,021	1,002	1,063	12,191
591	Drug & proprietary stores . . . . .	6,453	6,155	6,870	6,568	6,731	6,612	6,515	6,766	6,508	6,711	6,731	8,641	81,261
592	Liquor stores . . . . .	1,539	1,495	1,702	1,744	1,815	1,840	1,963	1,839	1,804	1,786	1,825	2,549	21,901
596	Nonstore retailers <sup>2</sup> . . . . .	4,549	4,347	5,327	5,005	4,866	4,734	4,346	4,971	5,139	5,759	6,482	6,994	62,519
5961	Total mail order . . . . .	3,129	2,740	3,411	3,136	2,975	2,792	2,584	2,981	3,155	3,573	4,402	5,029	39,907
598	Fuel dealers . . . . .	2,258	2,012	1,686	1,042	931	865	813	930	1,040	1,230	1,398	1,819	16,024
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>36,565</b>	<b>37,465</b>	<b>45,195</b>	<b>44,412</b>	<b>46,015</b>	<b>46,731</b>	<b>45,645</b>	<b>50,014</b>	<b>46,942</b>	<b>49,629</b>	<b>58,281</b>	<b>88,125</b>	<b>595,019</b>
594	Miscellaneous shopping goods stores .	5,088	5,159	5,641	5,679	6,068	6,192	6,069	6,896	6,329	6,275	7,768	15,250	82,414

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1994												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>178,022</b>	<b>181,086</b>	<b>183,797</b>	<b>183,595</b>	<b>182,948</b>	<b>184,642</b>	<b>184,724</b>	<b>187,551</b>	<b>188,114</b>	<b>191,004</b>	<b>191,287</b>	<b>191,068</b>	
	Total (excl. automotive group) . . .	136,657	138,825	140,501	140,036	140,541	141,813	142,394	144,045	144,276	145,126	145,471	145,557	
	<b>Durable goods, total . . . . .</b>	<b>69,174</b>	<b>70,431</b>	<b>72,233</b>	<b>72,736</b>	<b>71,957</b>	<b>72,648</b>	<b>72,297</b>	<b>74,196</b>	<b>74,778</b>	<b>77,076</b>	<b>77,002</b>	<b>76,873</b>	
52	<b>Building materials group stores . . . . .</b>	<b>9,812</b>	<b>9,611</b>	<b>10,155</b>	<b>10,246</b>	<b>10,279</b>	<b>10,306</b>	<b>10,344</b>	<b>10,680</b>	<b>10,728</b>	<b>10,771</b>	<b>10,859</b>	<b>10,797</b>	
521,3	Building materials, supply stores . . . .	7,350	7,326	7,684	7,756	7,767	7,852	7,833	8,119	8,091	8,157	8,169	8,290	
525	Hardware stores . . . . .	1,169	1,160	1,162	1,177	1,151	1,149	1,163	1,179	1,174	1,201	1,187	1,159	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>41,365</b>	<b>42,261</b>	<b>43,296</b>	<b>43,559</b>	<b>42,407</b>	<b>42,829</b>	<b>42,330</b>	<b>43,506</b>	<b>43,838</b>	<b>45,878</b>	<b>45,816</b>	<b>45,511</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	38,611	39,435	40,444	40,736	39,624	40,006	39,508	40,654	40,963	43,007	42,876	42,583	
553	Auto & home supply stores . . . . .	2,754	2,826	2,852	2,823	2,783	2,823	2,822	2,852	2,875	2,871	2,940	2,928	
57	<b>Furniture group stores . . . . .</b>	<b>8,989</b>	<b>9,408</b>	<b>9,581</b>	<b>9,633</b>	<b>9,769</b>	<b>9,964</b>	<b>9,979</b>	<b>10,197</b>	<b>10,292</b>	<b>10,481</b>	<b>10,577</b>	<b>10,663</b>	
571	Furniture & home furn. stores . . . . .	4,461	4,777	4,888	4,885	4,964	5,010	5,017	5,106	5,134	5,150	5,144	5,175	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	3,769	3,841	3,882	3,913	3,958	4,089	4,084	4,216	4,272	4,452	4,545	4,590	
	<b>Nondurable goods, total . . . . .</b>	<b>108,848</b>	<b>110,655</b>	<b>111,564</b>	<b>110,859</b>	<b>110,991</b>	<b>111,994</b>	<b>112,427</b>	<b>113,355</b>	<b>113,336</b>	<b>113,928</b>	<b>114,285</b>	<b>114,195</b>	
53	<b>General merchandise group stores . . .</b>	<b>22,659</b>	<b>22,974</b>	<b>23,324</b>	<b>23,152</b>	<b>23,068</b>	<b>23,366</b>	<b>23,354</b>	<b>23,689</b>	<b>23,732</b>	<b>24,015</b>	<b>24,099</b>	<b>24,135</b>	
531	Dept. stores (excl. leased depts.) . . . .	17,317	17,593	17,917	17,705	17,704	17,975	18,031	18,280	18,281	18,511	18,644	18,645	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	17,699	17,960	18,416	18,117	18,052	18,438	18,527	18,726	18,719	19,004	19,121	19,105	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,182	4,266	4,442	4,248	4,166	4,274	4,298	4,325	4,307	4,372	4,394	4,338	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	10,269	10,402	10,483	10,589	10,603	10,812	10,889	11,041	11,071	11,257	11,355	11,454	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,248	3,292	3,491	3,280	3,283	3,352	3,340	3,360	3,341	3,375	3,372	3,313	
533	Variety stores . . . . .	767	783	792	809	793	805	752	791	801	809	811	808	
539	Miscellaneous general merchandise stores . . . . .	4,575	4,598	4,615	4,638	4,571	4,586	4,571	4,618	4,650	4,695	4,644	4,682	
54	<b>Food group stores . . . . .</b>	<b>32,480</b>	<b>32,779</b>	<b>32,877</b>	<b>32,697</b>	<b>32,925</b>	<b>33,082</b>	<b>33,026</b>	<b>33,349</b>	<b>33,454</b>	<b>33,406</b>	<b>33,624</b>	<b>33,471</b>	
541	Grocery stores . . . . .	30,791	31,096	31,183	31,007	31,212	31,379	31,314	31,609	31,672	31,598	31,801	31,639	
554	<b>Gasoline service stations . . . . .</b>	<b>11,568</b>	<b>11,788</b>	<b>11,799</b>	<b>11,684</b>	<b>11,638</b>	<b>11,865</b>	<b>12,024</b>	<b>12,270</b>	<b>12,309</b>	<b>12,283</b>	<b>12,411</b>	<b>12,446</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>8,862</b>	<b>9,035</b>	<b>9,117</b>	<b>9,038</b>	<b>9,003</b>	<b>9,051</b>	<b>9,152</b>	<b>9,220</b>	<b>9,068</b>	<b>9,334</b>	<b>9,369</b>	<b>9,269</b>	
561	Mens & boys clothing, furnishings. . . .	831	841	864	839	838	853	847	846	825	841	840	822	
562,3	Women's clothing specialty stores . . . .	2,808	2,936	2,880	2,851	2,778	2,803	2,769	2,854	2,754	2,832	2,853	2,831	
566	Shoe stores . . . . .	1,552	1,561	1,575	1,549	1,569	1,557	1,617	1,586	1,603	1,620	1,634	1,608	
58	<b>Eating and drinking places . . . . .</b>	<b>17,040</b>	<b>17,898</b>	<b>18,095</b>	<b>18,024</b>	<b>18,006</b>	<b>18,172</b>	<b>18,339</b>	<b>18,148</b>	<b>18,212</b>	<b>18,291</b>	<b>18,357</b>	<b>18,438</b>	
591	Drug & proprietary stores . . . . .	6,701	6,583	6,696	6,675	6,718	6,747	6,801	6,876	6,843	6,876	6,897	6,896	
592	Liquor stores . . . . .	1,771	1,793	1,811	1,815	1,846	1,834	1,840	1,817	1,846	1,830	1,830	1,817	
5961	Total mail order . . . . .	3,336	3,333	3,404	3,439	3,350	3,340	3,259	3,312	3,280	3,284	3,280	3,285	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>46,992</b>	<b>48,048</b>	<b>48,690</b>	<b>48,552</b>	<b>48,597</b>	<b>49,200</b>	<b>49,350</b>	<b>50,100</b>	<b>50,124</b>	<b>50,936</b>	<b>50,999</b>	<b>51,040</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1993												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>147,779</b>	<b>144,354</b>	<b>163,990</b>	<b>169,718</b>	<b>175,486</b>	<b>174,928</b>	<b>177,114</b>	<b>176,331</b>	<b>170,359</b>	<b>175,618</b>	<b>180,446</b>	<b>217,716</b>	<b>2,073,839</b>
	Total (excl. automotive group) . . . .	116,651	112,643	125,896	129,906	135,355	133,150	135,457	136,011	131,442	136,709	142,801	180,021	1,616,042
	<b>Durable goods, total</b> . . . . .	<b>52,709</b>	<b>52,309</b>	<b>61,559</b>	<b>65,038</b>	<b>67,123</b>	<b>69,495</b>	<b>68,956</b>	<b>67,950</b>	<b>65,637</b>	<b>65,775</b>	<b>66,241</b>	<b>77,155</b>	<b>779,947</b>
52	<b>Building materials group stores</b> . . . .	<b>6,615</b>	<b>6,642</b>	<b>8,223</b>	<b>9,587</b>	<b>10,694</b>	<b>10,523</b>	<b>10,063</b>	<b>9,935</b>	<b>9,770</b>	<b>9,872</b>	<b>9,350</b>	<b>9,351</b>	<b>110,625</b>
521,3,5	Building materials, supply stores, hard- ware . . . . .	5,959	6,007	7,271	8,144	8,946	9,035	8,828	8,728	8,514	8,574	8,336	7,963	96,305
521,3	Building materials, supply stores . . . .	5,074	5,196	6,279	7,041	7,649	7,816	7,632	7,616	7,425	7,451	7,226	6,745	83,150
525	Hardware stores . . . . .	885	811	992	1,103	1,297	1,219	1,196	1,112	1,089	1,123	1,110	1,218	13,155
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>31,128</b>	<b>31,711</b>	<b>38,094</b>	<b>39,812</b>	<b>40,131</b>	<b>41,778</b>	<b>41,657</b>	<b>40,320</b>	<b>38,917</b>	<b>38,909</b>	<b>37,645</b>	<b>37,695</b>	<b>457,797</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	29,004	29,549	35,566	37,160	37,457	38,930	38,795	37,485	36,195	36,148	34,990	35,162	426,441
551,2	Motor vehicle dealers . . . . .	27,849	28,366	33,778	35,094	34,999	36,758	36,497	35,628	34,475	34,668	33,716	33,838	405,666
551	Motor vehicle dealers, (new & used) . . .	25,772	26,105	31,182	32,457	32,625	34,297	33,940	33,276	32,247	32,263	31,401	31,724	377,289
553	Auto & home supply stores . . . . .	2,124	2,162	2,528	2,652	2,674	2,848	2,862	2,835	2,722	2,761	2,655	2,533	31,356
57	<b>Furniture group stores</b> . . . . .	<b>7,853</b>	<b>7,296</b>	<b>8,146</b>	<b>7,987</b>	<b>8,211</b>	<b>8,508</b>	<b>8,767</b>	<b>8,747</b>	<b>8,661</b>	<b>8,889</b>	<b>9,977</b>	<b>13,008</b>	<b>106,050</b>
571	Furniture & home furn. stores . . . . .	4,114	3,882	4,319	4,332	4,504	4,538	4,690	4,680	4,566	4,726	5,159	5,673	55,183
5712	Furniture stores . . . . .	2,544	2,428	2,673	2,610	2,733	2,715	2,798	2,742	2,725	2,810	3,047	3,274	33,099
5713	Floor covering stores . . . . .	802	759	864	918	885	920	935	937	934	947	927	946	10,774
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,968	2,704	3,073	2,939	3,012	3,223	3,461	3,398	3,416	3,438	4,025	5,863	41,520
5722	Household appliance stores . . . . .	629	583	657	690	716	792	907	807	731	762	792	930	8,996
5731,34	Radio, television and computer stores . . . . .	2,339	2,121	2,416	2,249	2,296	2,431	2,554	2,591	2,685	2,676	3,233	4,933	32,524
5941	Sporting goods stores and bicycle shops .	1,033	984	1,217	1,372	1,395	1,465	1,467	1,543	1,325	1,210	1,390	2,499	16,900
5942	Book stores . . . . .	992	569	604	586	617	624	615	996	916	679	704	1,297	9,199
5944	Jewelry stores . . . . .	804	1,004	904	1,008	1,248	1,272	1,281	1,273	1,193	1,216	1,564	3,836	16,603
	<b>Nonurable goods, total</b> . . . . .	<b>95,070</b>	<b>92,045</b>	<b>102,431</b>	<b>104,680</b>	<b>108,363</b>	<b>105,433</b>	<b>108,158</b>	<b>108,381</b>	<b>104,722</b>	<b>109,843</b>	<b>114,205</b>	<b>140,561</b>	<b>1,293,892</b>
53	<b>General merchandise group stores</b> . . .	<b>16,015</b>	<b>16,267</b>	<b>18,965</b>	<b>20,079</b>	<b>21,414</b>	<b>20,409</b>	<b>20,474</b>	<b>21,618</b>	<b>20,438</b>	<b>22,405</b>	<b>26,554</b>	<b>39,526</b>	<b>264,164</b>
531	Dept. stores (excl. leased depts.) . . . .	11,824	11,984	14,190	15,107	16,069	15,270	15,301	16,457	15,471	17,076	20,348	30,713	199,810
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	12,103	12,292	14,540	15,486	16,455	15,636	15,653	16,839	15,853	17,456	20,818	31,368	204,499
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,693	3,067	3,700	3,801	3,999	3,717	3,549	4,155	3,976	4,211	5,307	8,582	50,757
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	7,002	6,995	8,057	8,865	9,580	9,145	9,266	9,521	9,025	10,038	11,554	16,817	115,865
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,408	2,230	2,783	2,820	2,876	2,774	2,838	3,163	2,852	3,207	3,957	5,969	37,877
533	Variety stores . . . . .	595	639	721	825	823	758	795	806	763	786	873	1,384	9,768
539	Miscellaneous general merchandise stores . . . . .	3,596	3,644	4,054	4,147	4,522	4,381	4,378	4,355	4,204	4,543	5,333	7,429	54,586
54	<b>Food group stores</b> . . . . .	<b>30,779</b>	<b>28,879</b>	<b>31,250</b>	<b>31,633</b>	<b>32,716</b>	<b>32,158</b>	<b>33,799</b>	<b>32,072</b>	<b>31,516</b>	<b>32,194</b>	<b>31,706</b>	<b>35,540</b>	<b>384,242</b>
541	Grocery stores . . . . .	29,393	27,455	29,767	29,989	31,046	30,502	32,104	30,413	29,946	30,505	30,037	33,315	364,472
542	Meat, fish (seafood) markets . . . . .	448	424	451	498	494	514	531	520	478	473	493	650	5,974
544	Retail bakeries . . . . .	389	419	444	455	486	471	475	501	492	564	541	587	5,824
554	<b>Gasoline service stations</b> . . . . .	<b>10,799</b>	<b>10,423</b>	<b>11,367</b>	<b>11,542</b>	<b>12,167</b>	<b>12,085</b>	<b>12,399</b>	<b>12,161</b>	<b>11,414</b>	<b>11,944</b>	<b>11,508</b>	<b>11,474</b>	<b>139,283</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,621</b>	<b>6,453</b>	<b>7,794</b>	<b>8,782</b>	<b>8,741</b>	<b>8,283</b>	<b>8,449</b>	<b>9,286</b>	<b>8,754</b>	<b>9,058</b>	<b>10,112</b>	<b>14,866</b>	<b>107,199</b>
561	Mens & boys clothing, furnishings. . . .	695	619	707	798	812	793	724	733	751	839	919	1,607	9,997
562,3	Women's clothing specialty stores . . . .	2,388	2,253	2,692	3,035	3,151	2,826	2,847	2,898	2,890	3,000	3,247	4,644	35,871
562	Women's ready to wear . . . . .	2,119	1,997	2,430	2,745	2,853	2,529	2,513	2,597	2,590	2,676	2,882	4,111	32,042
565	Family clothing stores . . . . .	1,947	1,998	2,421	2,696	2,665	2,632	2,790	3,074	2,837	3,111	3,739	5,626	35,536
566	Shoe stores . . . . .	1,139	1,126	1,394	1,616	1,561	1,511	1,490	1,828	1,597	1,466	1,547	2,094	18,369
58	<b>Eating and drinking places</b> . . . . .	<b>16,003</b>	<b>15,371</b>	<b>17,110</b>	<b>17,488</b>	<b>18,297</b>	<b>18,158</b>	<b>18,659</b>	<b>18,858</b>	<b>17,603</b>	<b>18,191</b>	<b>16,917</b>	<b>17,788</b>	<b>210,443</b>
5812	Eating places . . . . .	15,020	14,430	16,066	16,409	17,217	17,120	17,538	17,784	16,611	17,135	15,915	16,778	198,023
5812 pt	Restaurants, lunchrooms, cafeterias . .	8,229	7,992	8,698	8,881	9,297	9,158	9,406	9,700	8,982	9,336	8,624	8,993	107,296
5812 pt	Refreshment places . . . . .	6,635	6,286	7,180	7,323	7,634	7,654	7,885	7,825	7,366	7,532	7,060	7,503	87,883
5813	Drinking places (alcoholic bev) . . . . .	983	941	1,044	1,079	1,080	1,038	1,121	1,074	992	1,056	1,002	1,010	12,420
591	Drug & proprietary stores . . . . .	6,166	6,194	6,631	6,636	6,570	6,489	6,503	6,376	6,269	6,435	6,486	8,592	79,347
592	Liquor stores . . . . .	1,596	1,516	1,666	1,704	1,788	1,786	1,944	1,772	1,704	1,754	1,778	2,435	21,443
596	Nonstore retailers <sup>2</sup> . . . . .	4,250	4,041	4,810	4,463	4,439	4,055	3,999	4,253	4,899	5,387	6,436	6,875	57,907
5961	Total mail order . . . . .	2,933	2,575	3,117	2,754	2,555	2,445	2,401	2,626	2,998	3,580	4,589	5,142	37,715
598	Fuel dealers . . . . .	1,686	1,683	1,679	1,077	865	847	812	886	997	1,226	1,461	1,854	15,073
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>35,346</b>	<b>34,595</b>	<b>39,811</b>	<b>42,191</b>	<b>43,984</b>	<b>42,971</b>	<b>43,477</b>	<b>45,850</b>	<b>43,612</b>	<b>46,037</b>	<b>53,776</b>	<b>81,678</b>	<b>553,328</b>
594	Miscellaneous shopping goods stores .	4,857	4,579	4,906	5,343	5,618	5,771	5,787	6,199	5,759	5,685	7,133	14,278	75,915

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1993												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>168,997</b>	<b>168,065</b>	<b>166,231</b>	<b>170,319</b>	<b>171,600</b>	<b>171,815</b>	<b>173,370</b>	<b>173,597</b>	<b>174,098</b>	<b>176,637</b>	<b>178,246</b>	<b>179,459</b>	
	Total (excl. automotive group) . . .	132,757	132,568	130,885	133,345	133,800	134,130	134,677	134,885	135,687	136,775	137,037	137,800	
	<b>Durable goods, total . . . . .</b>	<b>62,428</b>	<b>61,052</b>	<b>60,621</b>	<b>62,958</b>	<b>64,186</b>	<b>64,527</b>	<b>65,616</b>	<b>65,824</b>	<b>65,652</b>	<b>67,395</b>	<b>68,873</b>	<b>70,026</b>	
52	<b>Building materials group stores . . . . .</b>	<b>8,819</b>	<b>8,872</b>	<b>8,671</b>	<b>8,832</b>	<b>9,175</b>	<b>9,087</b>	<b>9,082</b>	<b>9,246</b>	<b>9,314</b>	<b>9,592</b>	<b>9,632</b>	<b>10,140</b>	
521,3	Building materials, supply stores . . . .	6,615	6,766	6,561	6,668	6,872	6,820	6,814	6,943	6,998	7,103	7,314	7,639	
525	Hardware stores . . . . .	1,071	1,070	1,068	1,050	1,120	1,094	1,101	1,109	1,112	1,106	1,108	1,125	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>36,240</b>	<b>35,497</b>	<b>35,346</b>	<b>36,974</b>	<b>37,800</b>	<b>37,685</b>	<b>38,693</b>	<b>38,712</b>	<b>38,411</b>	<b>39,862</b>	<b>41,209</b>	<b>41,659</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	33,726	32,905	32,810	34,407	35,204	35,072	36,055	36,043	35,766	37,189	38,535	39,026	
553	Auto & home supply stores . . . . .	2,514	2,592	2,536	2,567	2,596	2,613	2,638	2,669	2,645	2,673	2,674	2,633	
57	<b>Furniture group stores . . . . .</b>	<b>8,555</b>	<b>8,399</b>	<b>8,401</b>	<b>8,564</b>	<b>8,644</b>	<b>8,782</b>	<b>8,860</b>	<b>8,909</b>	<b>9,014</b>	<b>9,064</b>	<b>9,154</b>	<b>9,236</b>	
571	Furniture & home furn. stores . . . . .	4,576	4,457	4,398	4,513	4,549	4,565	4,630	4,620	4,640	4,670	4,694	4,716	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	3,147	3,133	3,204	3,258	3,303	3,375	3,546	3,551	3,638	3,619	3,699	3,746	
	<b>Nondurable goods, total . . . . .</b>	<b>106,569</b>	<b>107,013</b>	<b>105,610</b>	<b>107,361</b>	<b>107,414</b>	<b>107,288</b>	<b>107,754</b>	<b>107,773</b>	<b>108,446</b>	<b>109,242</b>	<b>109,373</b>	<b>109,433</b>	
53	<b>General merchandise group stores . . .</b>	<b>21,500</b>	<b>21,510</b>	<b>21,051</b>	<b>21,700</b>	<b>21,826</b>	<b>21,810</b>	<b>22,137</b>	<b>22,194</b>	<b>22,308</b>	<b>22,569</b>	<b>22,608</b>	<b>22,537</b>	
531	Dept. stores (excl. leased depts.) . . . .	16,197	16,129	15,680	16,314	16,430	16,472	16,722	16,810	16,927	17,179	17,142	17,197	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	16,584	16,449	16,161	16,610	16,824	16,895	17,138	17,183	17,355	17,581	17,534	17,582	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,261	4,230	4,171	4,209	4,209	4,263	4,200	4,248	4,225	4,254	4,242	4,236	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	9,129	9,156	8,942	9,302	9,513	9,526	9,774	9,785	9,972	10,088	10,091	10,106	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,194	3,063	3,048	3,099	3,102	3,106	3,164	3,150	3,158	3,239	3,201	3,240	
533	Variety stores . . . . .	814	815	821	819	842	826	836	848	836	792	808	760	
539	Miscellaneous general merchandise stores . . . . .	4,489	4,566	4,550	4,567	4,554	4,512	4,579	4,536	4,545	4,598	4,658	4,580	
54	<b>Food group stores . . . . .</b>	<b>31,735</b>	<b>32,072</b>	<b>31,539</b>	<b>31,971</b>	<b>31,867</b>	<b>31,918</b>	<b>32,038</b>	<b>32,019</b>	<b>32,001</b>	<b>32,293</b>	<b>32,322</b>	<b>32,499</b>	
541	Grocery stores . . . . .	30,178	30,472	30,007	30,353	30,230	30,260	30,373	30,352	30,340	30,597	30,619	30,790	
554	<b>Gasoline service stations . . . . .</b>	<b>11,649</b>	<b>11,898</b>	<b>11,767</b>	<b>11,802</b>	<b>11,744</b>	<b>11,576</b>	<b>11,566</b>	<b>11,355</b>	<b>11,391</b>	<b>11,630</b>	<b>11,613</b>	<b>11,497</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>9,190</b>	<b>8,804</b>	<b>8,396</b>	<b>8,924</b>	<b>8,946</b>	<b>8,904</b>	<b>8,947</b>	<b>8,948</b>	<b>9,008</b>	<b>9,038</b>	<b>9,056</b>	<b>8,948</b>	
561	Mens & boys clothing, furnishings. . . .	833	831	826	841	829	831	842	825	822	835	829	845	
562,3	Women's clothing specialty stores . . . .	3,312	3,028	2,828	3,041	3,050	3,010	3,058	2,978	3,001	2,970	2,936	2,847	
566	Shoe stores . . . . .	1,517	1,487	1,422	1,515	1,536	1,556	1,522	1,565	1,564	1,546	1,544	1,566	
58	<b>Eating and drinking places . . . . .</b>	<b>17,301</b>	<b>17,194</b>	<b>17,213</b>	<b>17,401</b>	<b>17,476</b>	<b>17,561</b>	<b>17,471</b>	<b>17,724</b>	<b>17,907</b>	<b>17,782</b>	<b>17,714</b>	<b>17,717</b>	
591	Drug & proprietary stores . . . . .	6,430	6,639	6,565	6,610	6,570	6,642	6,677	6,566	6,620	6,600	6,618	6,803	
592	Liquor stores . . . . .	1,807	1,811	1,797	1,790	1,786	1,795	1,785	1,777	1,771	1,774	1,778	1,772	
5961	Total mail order . . . . .	3,100	3,076	3,056	2,997	2,930	2,904	2,882	2,991	3,152	3,318	3,357	3,412	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>45,378</b>	<b>44,561</b>	<b>43,723</b>	<b>45,466</b>	<b>45,637</b>	<b>45,852</b>	<b>46,403</b>	<b>46,495</b>	<b>46,736</b>	<b>47,023</b>	<b>47,262</b>	<b>47,259</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1992												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>141,269</b>	<b>142,275</b>	<b>153,844</b>	<b>158,174</b>	<b>164,923</b>	<b>163,456</b>	<b>164,783</b>	<b>165,263</b>	<b>159,495</b>	<b>168,134</b>	<b>166,413</b>	<b>203,560</b>	<b>1,951,589</b>
	Total (excl. automotive group) . . . .	112,399	111,915	119,713	123,004	129,405	126,003	127,911	130,783	124,522	132,439	135,025	171,535	1,544,654
	<b>Durable goods, total</b> . . . . .	<b>48,956</b>	<b>50,668</b>	<b>56,230</b>	<b>58,468</b>	<b>60,488</b>	<b>62,730</b>	<b>61,820</b>	<b>59,398</b>	<b>59,382</b>	<b>60,778</b>	<b>56,617</b>	<b>68,069</b>	<b>703,604</b>
52	<b>Building materials group stores</b> . . . .	<b>6,293</b>	<b>6,482</b>	<b>7,738</b>	<b>8,863</b>	<b>9,779</b>	<b>9,666</b>	<b>9,284</b>	<b>8,802</b>	<b>8,929</b>	<b>9,071</b>	<b>7,815</b>	<b>8,116</b>	<b>100,838</b>
521,3,5	Building materials, supply stores, hard- ware . . . . .	5,703	5,740	6,756	7,504	8,116	8,315	8,187	7,862	7,917	8,026	6,992	6,969	88,087
521,3	Building materials, supply stores . . . .	4,848	4,913	5,791	6,424	6,880	7,145	7,043	6,779	6,863	6,919	5,952	5,801	75,358
525	Hardware stores . . . . .	855	827	965	1,080	1,236	1,170	1,144	1,083	1,054	1,107	1,040	1,168	12,729
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>28,870</b>	<b>30,360</b>	<b>34,131</b>	<b>35,170</b>	<b>35,518</b>	<b>37,453</b>	<b>36,872</b>	<b>34,480</b>	<b>34,973</b>	<b>35,695</b>	<b>31,388</b>	<b>32,025</b>	<b>406,935</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	26,762	28,253	31,749	32,665	32,964	34,771	34,178	31,881	32,399	32,987	28,941	29,568	377,118
551,2	Motor vehicle dealers . . . . .	25,748	27,032	30,223	30,672	31,179	32,907	32,311	30,261	31,088	31,692	27,914	28,285	359,312
551	Motor vehicle dealers, (new & used) . . .	23,867	24,909	27,927	27,952	28,939	30,644	30,012	28,137	29,039	29,507	26,209	26,659	333,801
553	Auto & home supply stores . . . . .	2,108	2,107	2,382	2,505	2,554	2,682	2,694	2,599	2,574	2,708	2,447	2,457	29,817
57	<b>Furniture group stores</b> . . . . .	<b>7,263</b>	<b>7,168</b>	<b>7,549</b>	<b>7,377</b>	<b>7,567</b>	<b>7,805</b>	<b>7,995</b>	<b>7,944</b>	<b>7,784</b>	<b>8,154</b>	<b>8,697</b>	<b>11,644</b>	<b>96,947</b>
571	Furniture & home furn. stores . . . . .	3,858	3,924	4,135	4,135	4,283	4,362	4,442	4,452	4,292	4,475	4,668	5,322	52,348
5712	Furniture stores . . . . .	2,378	2,450	2,560	2,504	2,586	2,564	2,614	2,613	2,557	2,639	2,731	3,020	31,216
5713	Floor covering stores . . . . .	738	738	851	883	847	951	903	898	884	920	892	913	10,418
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,730	2,583	2,731	2,605	2,679	2,833	2,917	2,829	2,813	2,975	3,279	4,828	35,802
5722	Household appliance stores . . . . .	621	590	641	649	664	744	759	719	671	718	736	895	8,407
5731,34	Radio, television and computer stores . . . . .	2,109	1,993	2,090	1,956	2,015	2,089	2,158	2,110	2,142	2,257	2,543	3,933	27,395
5941	Sporting goods stores and bicycle shops .	998	1,122	1,234	1,278	1,300	1,335	1,336	1,370	1,198	1,112	1,197	2,137	15,617
5942	Book stores . . . . .	813	548	541	526	553	587	589	889	854	640	636	1,153	8,329
5944	Jewelry stores . . . . .	813	1,042	930	985	1,190	1,111	1,051	1,103	1,046	1,135	1,378	3,475	15,259
	<b>Non durable goods, total</b> . . . . .	<b>92,313</b>	<b>91,607</b>	<b>97,614</b>	<b>99,706</b>	<b>104,435</b>	<b>100,726</b>	<b>102,963</b>	<b>105,865</b>	<b>100,113</b>	<b>107,356</b>	<b>109,796</b>	<b>135,491</b>	<b>1,247,985</b>
53	<b>General merchandise group stores</b> . . .	<b>14,891</b>	<b>15,871</b>	<b>17,812</b>	<b>18,670</b>	<b>19,900</b>	<b>18,697</b>	<b>18,462</b>	<b>20,403</b>	<b>18,654</b>	<b>20,865</b>	<b>24,969</b>	<b>37,226</b>	<b>246,420</b>
531	Dept. stores (excl. leased depts.) . . . .	10,829	11,839	13,567	14,158	15,054	14,070	13,808	15,546	14,035	15,782	19,073	28,662	186,423
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	11,087	12,144	13,912	14,520	15,404	14,400	14,123	15,893	14,383	16,159	19,497	29,263	190,785
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,706	3,250	3,705	3,854	4,056	3,671	3,578	4,226	3,957	4,322	5,353	8,623	51,301
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,154	6,620	7,477	7,925	8,592	8,089	7,958	8,600	7,741	8,874	10,290	15,081	103,401
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,227	2,274	2,730	2,741	2,756	2,640	2,587	3,067	2,685	2,963	3,854	5,559	36,083
533	Variety stores . . . . .	618	667	683	784	765	705	724	741	679	797	856	1,497	9,516
539	Miscellaneous general merchandise stores . . . . .	3,444	3,365	3,562	3,728	4,081	3,922	3,930	4,116	3,940	4,286	5,040	7,067	50,481
54	<b>Food group stores</b> . . . . .	<b>30,336</b>	<b>29,204</b>	<b>30,360</b>	<b>30,828</b>	<b>32,247</b>	<b>31,325</b>	<b>32,906</b>	<b>31,980</b>	<b>30,701</b>	<b>31,982</b>	<b>30,912</b>	<b>34,318</b>	<b>377,099</b>
541	Grocery stores . . . . .	28,907	27,767	28,846	29,230	30,619	29,748	31,290	30,426	29,207	30,406	29,413	32,289	358,148
542	Meat, fish (seafood) markets . . . . .	423	410	445	481	479	515	561	527	497	500	498	636	5,972
546	Retail bakeries . . . . .	465	471	494	474	522	479	457	461	460	514	446	489	5,732
554	<b>Gasoline service stations</b> . . . . .	<b>10,508</b>	<b>10,071</b>	<b>10,725</b>	<b>10,885</b>	<b>11,836</b>	<b>11,874</b>	<b>12,225</b>	<b>12,218</b>	<b>11,569</b>	<b>12,002</b>	<b>11,418</b>	<b>11,619</b>	<b>136,950</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,068</b>	<b>6,441</b>	<b>7,505</b>	<b>8,370</b>	<b>8,343</b>	<b>8,048</b>	<b>8,024</b>	<b>9,348</b>	<b>8,475</b>	<b>9,065</b>	<b>9,738</b>	<b>14,787</b>	<b>104,212</b>
561	Mens & boys clothing, furnishings. . . .	709	664	736	819	860	855	714	775	761	839	913	1,552	10,197
562,3	Women's clothing specialty stores . . . .	2,098	2,215	2,637	2,914	3,043	2,724	2,684	3,005	2,875	3,127	3,361	5,067	35,750
562	Women's ready to wear . . . . .	1,867	1,986	2,396	2,658	2,746	2,420	2,371	2,658	2,564	2,763	2,959	4,440	31,828
565	Family clothing stores . . . . .	1,686	1,899	2,185	2,467	2,430	2,528	2,657	3,043	2,676	2,976	3,376	5,299	33,222
566	Shoe stores . . . . .	1,160	1,221	1,417	1,625	1,519	1,460	1,416	1,796	1,543	1,494	1,481	1,990	18,122
58	<b>Eating and drinking places</b> . . . . .	<b>15,399</b>	<b>15,573</b>	<b>16,595</b>	<b>16,262</b>	<b>17,409</b>	<b>16,602</b>	<b>17,110</b>	<b>17,697</b>	<b>16,257</b>	<b>17,445</b>	<b>16,534</b>	<b>17,281</b>	<b>200,164</b>
5812	Eating places . . . . .	14,412	14,583	15,542	15,232	16,351	15,593	16,063	16,637	15,261	16,365	15,501	16,218	187,758
5812 pt	Restaurants, lunchrooms, cafeterias . .	8,124	8,222	8,624	8,368	9,031	8,424	8,776	9,109	8,385	9,021	8,634	8,897	103,615
5812 pt	Refreshment places . . . . .	6,127	6,185	6,700	6,641	7,055	6,899	7,090	7,300	6,629	7,104	6,656	7,071	81,457
5813	Drinking places (alcoholic bev) . . . . .	987	990	1,053	1,030	1,058	1,009	1,047	1,060	996	1,080	1,033	1,063	12,406
591	Drug & proprietary stores . . . . .	6,318	6,255	6,401	6,561	6,488	6,347	6,245	6,293	6,090	6,457	6,191	8,142	77,788
592	Liquor stores . . . . .	1,576	1,590	1,630	1,696	1,831	1,770	1,897	1,840	1,743	1,852	1,802	2,471	21,698
596	Nonstore retailers <sup>2</sup> . . . . .	4,393	3,899	4,177	4,114	4,104	4,217	4,324	4,276	4,626	5,245	5,629	6,179	55,183
5961	Total mail order . . . . .	2,749	2,322	2,495	2,521	2,519	2,631	2,694	2,680	2,950	3,466	3,954	4,557	35,538
598	Fuel dealers . . . . .	1,813	1,494	1,371	1,162	947	789	733	768	921	1,178	1,294	1,732	14,202
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>32,849</b>	<b>34,260</b>	<b>37,646</b>	<b>39,393</b>	<b>41,142</b>	<b>39,871</b>	<b>39,774</b>	<b>43,395</b>	<b>40,238</b>	<b>43,558</b>	<b>49,984</b>	<b>77,120</b>	<b>519,230</b>
594	Miscellaneous shopping goods stores .	4,627	4,780	4,780	4,976	5,332	5,321	5,293	5,700	5,325	5,474	6,580	13,463	71,651

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1992												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>158,571</b>	<b>159,918</b>	<b>158,716</b>	<b>159,348</b>	<b>160,260</b>	<b>160,704</b>	<b>161,569</b>	<b>162,267</b>	<b>163,951</b>	<b>166,294</b>	<b>166,145</b>	<b>167,843</b>	
	Total (excl. automotive group) . . .	126,305	126,708	126,138	126,450	127,192	126,951	127,719	128,786	129,340	130,717	130,841	132,194	
	<b>Durable goods, total . . . . .</b>	<b>56,105</b>	<b>57,508</b>	<b>56,744</b>	<b>56,974</b>	<b>57,327</b>	<b>58,145</b>	<b>58,430</b>	<b>58,141</b>	<b>59,541</b>	<b>60,782</b>	<b>60,299</b>	<b>61,416</b>	
52	<b>Building materials group stores . . . . .</b>	<b>8,119</b>	<b>8,448</b>	<b>8,347</b>	<b>8,260</b>	<b>8,348</b>	<b>8,276</b>	<b>8,359</b>	<b>8,314</b>	<b>8,500</b>	<b>8,560</b>	<b>8,389</b>	<b>8,774</b>	
521,3	Building materials, supply stores . . . .	6,098	6,203	6,207	6,165	6,193	6,149	6,283	6,259	6,426	6,389	6,285	6,562	
525	Hardware stores . . . . .	1,030	1,040	1,059	1,035	1,066	1,047	1,065	1,066	1,076	1,066	1,067	1,087	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>32,266</b>	<b>33,210</b>	<b>32,578</b>	<b>32,898</b>	<b>33,068</b>	<b>33,753</b>	<b>33,850</b>	<b>33,481</b>	<b>34,611</b>	<b>35,577</b>	<b>35,304</b>	<b>35,649</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	29,835	30,743	30,122	30,471	30,607	31,297	31,385	31,013	32,110	33,020	32,776	33,111	
553	Auto & home supply stores . . . . .	2,431	2,467	2,456	2,427	2,461	2,456	2,465	2,468	2,501	2,557	2,528	2,538	
57	<b>Furniture group stores . . . . .</b>	<b>7,834</b>	<b>7,886</b>	<b>7,870</b>	<b>7,868</b>	<b>7,869</b>	<b>7,993</b>	<b>8,071</b>	<b>8,066</b>	<b>8,101</b>	<b>8,177</b>	<b>8,216</b>	<b>8,409</b>	
571	Furniture & home furn. stores . . . . .	4,230	4,275	4,272	4,285	4,283	4,375	4,411	4,386	4,362	4,357	4,383	4,491	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,877	2,889	2,875	2,875	2,902	2,930	2,952	2,962	3,002	3,077	3,108	3,109	
	<b>Nondurable goods, total . . . . .</b>	<b>102,466</b>	<b>102,410</b>	<b>101,972</b>	<b>102,374</b>	<b>102,933</b>	<b>102,559</b>	<b>103,139</b>	<b>104,126</b>	<b>104,410</b>	<b>105,512</b>	<b>105,846</b>	<b>106,427</b>	
53	<b>General merchandise group stores . . .</b>	<b>20,093</b>	<b>20,321</b>	<b>19,918</b>	<b>20,053</b>	<b>20,193</b>	<b>20,125</b>	<b>20,209</b>	<b>20,597</b>	<b>20,841</b>	<b>20,912</b>	<b>21,012</b>	<b>21,144</b>	
531	Dept. stores (excl. leased depts.) . . . .	14,957	15,415	15,074	15,158	15,330	15,244	15,274	15,546	15,734	15,798	15,868	16,102	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	15,337	15,767	15,471	15,499	15,659	15,654	15,662	15,946	16,084	16,168	16,228	16,418	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,241	4,351	4,229	4,231	4,252	4,220	4,244	4,264	4,296	4,283	4,276	4,296	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	8,119	8,412	8,271	8,298	8,440	8,497	8,511	8,687	8,747	8,892	8,871	9,052	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,977	3,004	2,971	2,970	2,967	2,937	2,907	2,995	3,041	2,993	3,081	3,070	
533	Variety stores . . . . .	826	827	778	780	774	783	767	768	777	785	784	825	
539	Miscellaneous general merchandise stores . . . . .	4,310	4,079	4,066	4,115	4,089	4,098	4,168	4,283	4,330	4,329	4,360	4,217	
54	<b>Food group stores . . . . .</b>	<b>31,150</b>	<b>31,062</b>	<b>31,047</b>	<b>31,159</b>	<b>31,149</b>	<b>31,148</b>	<b>31,402</b>	<b>31,504</b>	<b>31,381</b>	<b>31,692</b>	<b>31,622</b>	<b>31,801</b>	
541	Grocery stores . . . . .	29,557	29,508	29,465	29,585	29,584	29,571	29,828	29,947	29,803	30,105	30,075	30,205	
554	<b>Gasoline service stations . . . . .</b>	<b>11,226</b>	<b>11,104</b>	<b>11,254</b>	<b>11,256</b>	<b>11,403</b>	<b>11,374</b>	<b>11,436</b>	<b>11,429</b>	<b>11,489</b>	<b>11,518</b>	<b>11,592</b>	<b>11,631</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>8,258</b>	<b>8,391</b>	<b>8,310</b>	<b>8,426</b>	<b>8,470</b>	<b>8,658</b>	<b>8,637</b>	<b>8,808</b>	<b>8,849</b>	<b>8,850</b>	<b>8,875</b>	<b>8,998</b>	
561	Mens & boys clothing, furnishings. . . .	856	860	865	860	863	895	845	855	849	826	823	823	
562,3	Women's clothing specialty stores . . . .	2,854	2,836	2,860	2,897	2,952	2,923	2,908	3,005	3,004	3,030	3,095	3,137	
566	Shoe stores . . . . .	1,499	1,544	1,496	1,498	1,501	1,504	1,491	1,516	1,534	1,524	1,497	1,496	
58	<b>Eating and drinking places . . . . .</b>	<b>16,738</b>	<b>16,745</b>	<b>16,695</b>	<b>16,360</b>	<b>16,470</b>	<b>16,010</b>	<b>16,157</b>	<b>16,493</b>	<b>16,572</b>	<b>16,986</b>	<b>17,331</b>	<b>17,368</b>	
591	Drug & proprietary stores . . . . .	6,480	6,489	6,479	6,535	6,508	6,463	6,412	6,481	6,444	6,516	6,409	6,436	
592	Liquor stores . . . . .	1,777	1,795	1,797	1,810	1,804	1,777	1,778	1,807	1,818	1,837	1,837	1,824	
5961	Total mail order . . . . .	2,766	2,657	2,541	2,783	2,902	3,021	3,129	3,066	3,083	3,114	3,049	3,123	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>41,940</b>	<b>42,413</b>	<b>41,913</b>	<b>42,208</b>	<b>42,378</b>	<b>42,669</b>	<b>42,851</b>	<b>43,421</b>	<b>43,688</b>	<b>43,948</b>	<b>44,162</b>	<b>44,744</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1991												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>133,940</b>	<b>131,203</b>	<b>152,214</b>	<b>151,138</b>	<b>162,806</b>	<b>156,907</b>	<b>157,578</b>	<b>162,703</b>	<b>149,213</b>	<b>154,903</b>	<b>158,565</b>	<b>184,767</b>	<b>1,855,937</b>
	Total (excl. automotive group) . . . .	108,228	104,072	120,026	118,012	127,872	123,251	123,508	129,760	117,744	123,525	130,114	157,178	1,483,290
	<b>Durable goods, total</b> . . . . .	<b>44,580</b>	<b>45,911</b>	<b>53,496</b>	<b>55,690</b>	<b>59,323</b>	<b>57,052</b>	<b>57,556</b>	<b>56,953</b>	<b>53,685</b>	<b>54,368</b>	<b>52,167</b>	<b>59,193</b>	<b>649,974</b>
52	<b>Building materials group stores</b> . . . .	<b>5,657</b>	<b>5,685</b>	<b>6,816</b>	<b>8,426</b>	<b>9,113</b>	<b>8,579</b>	<b>8,662</b>	<b>8,418</b>	<b>7,859</b>	<b>8,145</b>	<b>7,226</b>	<b>6,910</b>	<b>91,496</b>
521,3,5	Building materials, supply stores, hard- ware . . . . .	5,022	4,956	5,948	7,146	7,667	7,537	7,626	7,528	6,988	7,326	6,503	6,097	80,344
521,3	Building materials, supply stores . . . .	4,192	4,162	4,997	6,045	6,472	6,424	6,561	6,472	6,022	6,311	5,486	5,052	68,196
525	Hardware stores . . . . .	830	794	951	1,101	1,195	1,113	1,065	1,056	966	1,015	1,017	1,045	12,148
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>25,712</b>	<b>27,131</b>	<b>32,188</b>	<b>33,126</b>	<b>34,934</b>	<b>33,656</b>	<b>34,070</b>	<b>32,943</b>	<b>31,469</b>	<b>31,378</b>	<b>28,451</b>	<b>27,589</b>	<b>372,647</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	23,580	25,118	29,828	30,521	32,212	30,966	31,346	30,272	28,985	28,809	26,076	25,305	343,018
551,2	Motor vehicle dealers . . . . .	22,545	23,857	28,099	28,683	30,203	29,027	29,675	28,750	27,673	27,369	24,960	24,333	325,174
551	Motor vehicle dealers, (new & used) . . .	21,003	22,024	25,824	26,393	28,042	26,911	27,728	26,800	25,612	25,296	23,003	22,614	301,250
553	Auto & home supply stores . . . . .	2,132	2,013	2,360	2,605	2,722	2,690	2,724	2,671	2,484	2,569	2,375	2,284	29,629
57	<b>Furniture group stores</b> . . . . .	<b>6,739</b>	<b>6,565</b>	<b>7,325</b>	<b>7,247</b>	<b>7,625</b>	<b>7,476</b>	<b>7,701</b>	<b>7,824</b>	<b>7,312</b>	<b>7,594</b>	<b>8,136</b>	<b>10,132</b>	<b>91,676</b>
571	Furniture & home furn. stores . . . . .	3,660	3,632	4,032	4,060	4,267	4,037	4,145	4,273	3,978	4,206	4,453	4,726	49,469
5712	Furniture stores . . . . .	2,221	2,283	2,534	2,525	2,615	2,481	2,526	2,549	2,443	2,584	2,687	2,757	30,205
5713	Floor covering stores . . . . .	760	713	816	845	893	850	895	941	832	856	872	802	10,075
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,478	2,337	2,630	2,561	2,700	2,751	2,887	2,827	2,623	2,700	2,926	4,149	33,569
5722	Household appliance stores . . . . .	596	561	643	678	739	712	777	717	612	674	713	840	8,262
5731,34	Radio, television and computer stores . . . . .	1,882	1,776	1,987	1,883	1,961	2,039	2,110	2,110	2,011	2,026	2,213	3,309	25,307
5941	Sporting goods stores and bicycle shops .	945	991	1,151	1,190	1,287	1,332	1,299	1,430	1,236	1,091	1,205	1,908	15,065
5942	Book stores . . . . .	750	499	520	497	523	529	539	807	778	597	655	1,037	7,731
5944	Jewelry stores . . . . .	821	998	967	1,012	1,313	1,099	1,021	1,058	963	1,080	1,329	3,071	14,732
	<b>Non durable goods, total</b> . . . . .	<b>89,360</b>	<b>85,292</b>	<b>98,718</b>	<b>95,448</b>	<b>103,483</b>	<b>99,855</b>	<b>100,022</b>	<b>105,750</b>	<b>95,528</b>	<b>100,535</b>	<b>106,398</b>	<b>125,574</b>	<b>1,205,963</b>
53	<b>General merchandise group stores</b> . . .	<b>13,082</b>	<b>13,431</b>	<b>17,370</b>	<b>16,909</b>	<b>18,878</b>	<b>17,840</b>	<b>17,030</b>	<b>19,281</b>	<b>16,922</b>	<b>18,711</b>	<b>23,310</b>	<b>33,966</b>	<b>226,730</b>
531	Dept. stores (excl. leased depts.) . . . .	9,754	10,241	13,383	13,052	14,229	13,404	12,801	14,855	12,887	14,221	17,915	26,180	172,922
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	10,017	10,555	13,780	13,429	14,595	13,726	13,102	15,233	13,206	14,579	18,320	26,755	177,297
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,591	2,998	3,996	3,765	4,131	3,688	3,550	4,363	3,853	4,188	5,295	8,230	50,648
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	5,357	5,540	7,080	6,992	7,762	7,382	6,982	7,869	6,802	7,596	9,344	13,417	92,123
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,069	2,017	2,704	2,672	2,702	2,656	2,570	3,001	2,551	2,795	3,681	5,108	34,526
533	Variety stores . . . . .	493	518	669	613	683	622	631	701	608	681	804	1,318	8,341
539	Miscellaneous general merchandise stores . . . . .	2,835	2,672	3,318	3,244	3,966	3,814	3,598	3,725	3,427	3,809	4,591	6,468	45,467
54	<b>Food group stores</b> . . . . .	<b>29,958</b>	<b>27,879</b>	<b>31,752</b>	<b>29,970</b>	<b>33,090</b>	<b>32,032</b>	<b>32,345</b>	<b>32,833</b>	<b>29,992</b>	<b>30,818</b>	<b>31,276</b>	<b>32,578</b>	<b>374,523</b>
541	Grocery stores . . . . .	28,458	26,358	30,046	28,332	31,271	30,229	30,576	31,089	28,420	29,228	29,686	30,638	354,331
542	Meat, fish (seafood) markets . . . . .	462	438	495	457	518	488	498	509	458	449	457	575	5,804
546	Retail bakeries . . . . .	417	425	457	429	449	452	454	476	464	481	478	521	5,503
554	<b>Gasoline service stations</b> . . . . .	<b>11,297</b>	<b>10,064</b>	<b>10,883</b>	<b>11,052</b>	<b>11,960</b>	<b>11,846</b>	<b>12,091</b>	<b>12,406</b>	<b>11,350</b>	<b>11,678</b>	<b>11,360</b>	<b>11,308</b>	<b>137,295</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>5,720</b>	<b>5,885</b>	<b>8,046</b>	<b>7,675</b>	<b>8,150</b>	<b>7,635</b>	<b>7,476</b>	<b>9,115</b>	<b>7,667</b>	<b>7,973</b>	<b>9,141</b>	<b>12,958</b>	<b>97,441</b>
561	Mens & boys clothing, furnishings. . . .	688	627	797	836	875	849	707	809	791	851	986	1,619	10,435
562,3	Women's clothing specialty stores . . . .	1,950	1,993	2,675	2,658	2,858	2,560	2,584	2,856	2,613	2,773	3,108	4,237	32,865
562	Women's ready to wear . . . . .	1,748	1,804	2,438	2,401	2,604	2,340	2,371	2,598	2,398	2,536	2,829	3,832	29,899
565	Family clothing stores . . . . .	1,572	1,740	2,371	2,232	2,444	2,367	2,398	3,022	2,334	2,503	3,042	4,496	30,521
566	Shoe stores . . . . .	1,115	1,133	1,617	1,460	1,490	1,392	1,338	1,798	1,412	1,367	1,477	1,905	17,504
58	<b>Eating and drinking places</b> . . . . .	<b>14,419</b>	<b>14,262</b>	<b>16,033</b>	<b>15,954</b>	<b>17,057</b>	<b>17,243</b>	<b>17,227</b>	<b>17,896</b>	<b>15,869</b>	<b>16,369</b>	<b>15,844</b>	<b>16,251</b>	<b>194,424</b>
5812	Eating places . . . . .	13,467	13,355	15,015	15,005	16,052	16,210	16,266	16,926	14,924	15,345	14,819	15,217	182,601
5812 pt	Restaurants, lunchrooms, cafeterias . .	7,571	7,481	8,395	8,414	8,949	9,014	9,078	9,534	8,454	8,701	8,404	8,442	102,437
5812 pt	Refreshment places . . . . .	5,706	5,666	6,420	6,384	6,831	6,918	6,946	7,125	6,203	6,342	6,178	6,501	77,220
5813	Drinking places (alcoholic bev) . . . . .	952	907	1,018	949	1,005	1,033	961	970	945	1,024	1,025	1,034	11,823
591	Drug & proprietary stores . . . . .	5,875	5,770	6,378	6,111	6,351	6,033	6,104	6,269	5,919	6,281	6,264	8,185	75,540
592	Liquor stores . . . . .	1,742	1,646	1,840	1,760	1,915	1,888	2,000	2,027	1,726	1,775	1,880	2,255	22,454
596	Nonstore retailers <sup>2</sup> . . . . .	3,940	3,580	3,870	3,880	3,952	3,563	3,898	4,009	4,112	4,562	4,702	4,998	49,066
5961	Total mail order . . . . .	2,341	2,036	2,240	2,236	2,259	2,069	2,340	2,406	2,536	2,843	3,193	3,461	29,960
598	Fuel dealers . . . . .	2,315	1,600	1,376	1,021	838	704	791	824	893	1,176	1,381	1,643	14,562
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>30,111</b>	<b>30,484</b>	<b>37,747</b>	<b>36,567</b>	<b>40,074</b>	<b>38,144</b>	<b>37,323</b>	<b>41,877</b>	<b>37,104</b>	<b>39,616</b>	<b>47,086</b>	<b>69,306</b>	<b>485,439</b>
594	Miscellaneous shopping goods stores .	4,570	4,603	5,006	4,736	5,421	5,193	5,116	5,657	5,203	5,338	6,499	12,250	69,592

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1991												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>150,715</b>	<b>153,077</b>	<b>154,270</b>	<b>154,783</b>	<b>155,701</b>	<b>155,697</b>	<b>156,452</b>	<b>155,276</b>	<b>155,870</b>	<b>154,780</b>	<b>155,093</b>	<b>155,193</b>	
	Total (excl. automotive group) . . .	121,818	122,529	123,350	123,693	124,555	124,285	124,703	124,580	123,910	123,505	123,810	123,527	
	<b>Durable goods, total . . . . .</b>	<b>51,247</b>	<b>53,672</b>	<b>54,157</b>	<b>54,418</b>	<b>54,461</b>	<b>54,644</b>	<b>55,011</b>	<b>53,857</b>	<b>55,190</b>	<b>54,366</b>	<b>54,298</b>	<b>54,758</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,225</b>	<b>7,597</b>	<b>7,468</b>	<b>7,731</b>	<b>7,614</b>	<b>7,718</b>	<b>7,744</b>	<b>7,639</b>	<b>7,725</b>	<b>7,632</b>	<b>7,568</b>	<b>7,700</b>	
521,3	Building materials, supply stores . . . .	5,220	5,455	5,467	5,692	5,652	5,814	5,796	5,738	5,818	5,801	5,644	5,881	
525	Hardware stores . . . . .	1,015	1,052	1,026	1,046	1,024	1,017	994	1,016	999	996	1,007	983	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>28,897</b>	<b>30,548</b>	<b>30,920</b>	<b>31,090</b>	<b>31,146</b>	<b>31,412</b>	<b>31,749</b>	<b>30,696</b>	<b>31,960</b>	<b>31,275</b>	<b>31,283</b>	<b>31,666</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	26,435	28,096	28,462	28,551	28,607	28,886	29,241	28,239	29,486	28,867	28,877	29,254	
553	Auto & home supply stores . . . . .	2,462	2,452	2,458	2,539	2,539	2,526	2,508	2,457	2,474	2,408	2,406	2,412	
57	<b>Furniture group stores . . . . .</b>	<b>7,299</b>	<b>7,525</b>	<b>7,606</b>	<b>7,685</b>	<b>7,773</b>	<b>7,729</b>	<b>7,809</b>	<b>7,762</b>	<b>7,729</b>	<b>7,654</b>	<b>7,566</b>	<b>7,588</b>	
571	Furniture & home furn. stores . . . . .	4,013	4,113	4,123	4,151	4,187	4,119	4,137	4,125	4,139	4,132	4,070	4,128	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,625	2,737	2,789	2,827	2,848	2,842	2,910	2,882	2,833	2,792	2,773	2,757	
	<b>Nondurable goods, total . . . . .</b>	<b>99,468</b>	<b>99,405</b>	<b>100,113</b>	<b>100,365</b>	<b>101,240</b>	<b>101,053</b>	<b>101,441</b>	<b>101,419</b>	<b>100,680</b>	<b>100,414</b>	<b>100,795</b>	<b>100,435</b>	
53	<b>General merchandise group stores . . .</b>	<b>18,103</b>	<b>18,203</b>	<b>18,657</b>	<b>19,002</b>	<b>19,047</b>	<b>18,762</b>	<b>19,167</b>	<b>19,185</b>	<b>18,990</b>	<b>19,148</b>	<b>19,364</b>	<b>19,227</b>	
531	Dept. stores (excl. leased depts.) . . . .	13,855	14,087	14,252	14,567	14,431	14,169	14,547	14,621	14,431	14,571	14,781	14,675	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,206	14,468	14,743	14,835	14,779	14,657	14,928	14,991	14,782	14,910	15,098	15,011	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,113	4,217	4,367	4,293	4,285	4,210	4,319	4,290	4,206	4,230	4,196	4,132	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	7,259	7,426	7,484	7,625	7,610	7,579	7,698	7,799	7,703	7,799	7,952	8,025	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,834	2,825	2,892	2,917	2,884	2,868	2,911	2,902	2,873	2,881	2,950	2,854	
533	Variety stores . . . . .	664	668	685	685	685	681	705	700	700	682	728	736	
539	Miscellaneous general merchandise stores . . . . .	3,584	3,448	3,720	3,750	3,931	3,912	3,915	3,864	3,859	3,895	3,855	3,816	
54	<b>Food group stores . . . . .</b>	<b>31,083</b>	<b>30,981</b>	<b>31,331</b>	<b>31,185</b>	<b>31,771</b>	<b>31,529</b>	<b>31,391</b>	<b>31,262</b>	<b>31,183</b>	<b>31,090</b>	<b>31,126</b>	<b>30,938</b>	
541	Grocery stores . . . . .	29,399	29,287	29,660	29,482	30,039	29,724	29,657	29,552	29,512	29,464	29,509	29,375	
554	<b>Gasoline service stations . . . . .</b>	<b>12,095</b>	<b>11,528</b>	<b>11,408</b>	<b>11,301</b>	<b>11,456</b>	<b>11,546</b>	<b>11,342</b>	<b>11,476</b>	<b>11,327</b>	<b>11,261</b>	<b>11,349</b>	<b>11,319</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>7,815</b>	<b>8,106</b>	<b>8,156</b>	<b>8,296</b>	<b>8,210</b>	<b>8,176</b>	<b>8,242</b>	<b>8,293</b>	<b>8,129</b>	<b>8,024</b>	<b>8,084</b>	<b>8,040</b>	
561	Mens & boys clothing, furnishings. . . .	845	866	876	926	879	862	859	876	884	861	874	863	
562,3	Women's clothing specialty stores . . . .	2,635	2,701	2,721	2,769	2,775	2,756	2,821	2,776	2,780	2,759	2,758	2,672	
566	Shoe stores . . . . .	1,442	1,515	1,501	1,502	1,452	1,447	1,454	1,468	1,429	1,434	1,437	1,455	
58	<b>Eating and drinking places . . . . .</b>	<b>15,776</b>	<b>16,025</b>	<b>15,906</b>	<b>16,099</b>	<b>16,245</b>	<b>16,438</b>	<b>16,438</b>	<b>16,358</b>	<b>16,226</b>	<b>16,223</b>	<b>16,284</b>	<b>16,465</b>	
591	Drug & proprietary stores . . . . .	6,057	6,218	6,315	6,255	6,257	6,278	6,293	6,320	6,337	6,364	6,392	6,496	
592	Liquor stores . . . . .	1,984	1,957	1,945	1,905	1,890	1,890	1,908	1,900	1,856	1,834	1,815	1,693	
5961	Total mail order . . . . .	2,334	2,384	2,370	2,399	2,482	2,514	2,629	2,647	2,695	2,566	2,426	2,494	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>38,915</b>	<b>39,631</b>	<b>40,267</b>	<b>40,731</b>	<b>40,884</b>	<b>40,469</b>	<b>41,012</b>	<b>41,048</b>	<b>40,761</b>	<b>40,711</b>	<b>40,837</b>	<b>40,612</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1990												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>135,823</b>	<b>130,495</b>	<b>152,118</b>	<b>148,785</b>	<b>158,291</b>	<b>157,868</b>	<b>153,231</b>	<b>161,757</b>	<b>149,502</b>	<b>154,663</b>	<b>159,113</b>	<b>182,965</b>	<b>1,844,611</b>
	Total (excl. automotive group) . . . .	104,898	101,733	117,547	115,255	122,464	122,297	119,041	126,769	118,109	122,700	129,877	156,316	1,457,006
	<b>Durable goods, total</b> . . . . .	<b>50,929</b>	<b>48,418</b>	<b>56,998</b>	<b>55,944</b>	<b>60,347</b>	<b>59,858</b>	<b>57,417</b>	<b>59,236</b>	<b>53,617</b>	<b>55,127</b>	<b>53,264</b>	<b>57,680</b>	<b>668,835</b>
52	<b>Building materials group stores</b> . . . .	<b>6,234</b>	<b>6,072</b>	<b>7,612</b>	<b>8,169</b>	<b>9,341</b>	<b>9,284</b>	<b>8,794</b>	<b>8,797</b>	<b>7,904</b>	<b>8,268</b>	<b>7,581</b>	<b>6,584</b>	<b>94,640</b>
521,3,5	Building materials, supply stores, hard- ware . . . . .	5,606	5,407	6,699	7,090	7,951	7,937	7,706	7,735	6,976	7,273	6,683	5,802	82,865
521,3	Building materials, supply stores . . . .	4,744	4,609	5,683	6,003	6,751	6,743	6,596	6,696	5,956	6,209	5,650	4,701	70,341
525	Hardware stores . . . . .	862	798	1,016	1,087	1,200	1,194	1,110	1,039	1,020	1,064	1,033	1,101	12,524
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>30,925</b>	<b>28,762</b>	<b>34,571</b>	<b>33,530</b>	<b>35,827</b>	<b>35,571</b>	<b>34,190</b>	<b>34,988</b>	<b>31,393</b>	<b>31,963</b>	<b>29,236</b>	<b>26,649</b>	<b>387,605</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	28,659	26,613	31,965	30,946	33,070	32,743	31,470	32,195	28,849	29,275	26,716	24,263	356,764
551,2	Motor vehicle dealers . . . . .	27,597	25,455	30,265	28,883	31,078	30,837	29,661	30,577	27,493	28,026	25,496	23,345	338,713
551	Motor vehicle dealers, (new & used) . . .	25,563	23,535	28,037	26,883	28,974	28,820	27,901	28,685	25,646	26,274	23,803	21,842	315,963
553	Auto & home supply stores . . . . .	2,266	2,149	2,606	2,584	2,757	2,828	2,720	2,793	2,544	2,688	2,520	2,386	30,841
57	<b>Furniture group stores</b> . . . . .	<b>7,230</b>	<b>6,761</b>	<b>7,597</b>	<b>7,172</b>	<b>7,631</b>	<b>7,569</b>	<b>7,328</b>	<b>7,604</b>	<b>7,263</b>	<b>7,589</b>	<b>8,032</b>	<b>9,769</b>	<b>91,545</b>
571	Furniture & home furn. stores . . . . .	4,085	3,799	4,315	4,092	4,309	4,235	4,068	4,272	4,039	4,270	4,456	4,584	50,524
5712	Furniture stores . . . . .	2,639	2,468	2,765	2,563	2,641	2,585	2,403	2,563	2,445	2,503	2,595	2,659	30,829
5713	Floor covering stores . . . . .	820	778	893	878	929	924	923	923	883	983	927	834	10,695
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,550	2,369	2,649	2,484	2,746	2,747	2,689	2,683	2,587	2,671	2,873	3,987	33,035
5722	Household appliance stores . . . . .	678	611	697	681	762	778	775	726	666	722	760	911	8,767
5731,34	Radio, television and computer stores . . . . .	1,872	1,758	1,952	1,803	1,984	1,969	1,914	1,957	1,921	1,949	2,113	3,076	24,268
5941	Sporting goods stores and bicycle shops .	1,000	1,052	1,240	1,182	1,298	1,321	1,210	1,340	1,178	1,117	1,192	1,857	14,987
5942	Book stores . . . . .	692	483	490	485	527	527	529	723	753	599	611	1,015	7,434
5944	Jewelry stores . . . . .	846	1,025	984	1,004	1,263	1,134	1,075	1,132	996	1,084	1,400	3,238	15,181
	<b>Non durable goods, total</b> . . . . .	<b>84,894</b>	<b>82,077</b>	<b>95,120</b>	<b>92,841</b>	<b>97,944</b>	<b>98,010</b>	<b>95,814</b>	<b>102,521</b>	<b>95,885</b>	<b>99,536</b>	<b>105,849</b>	<b>125,285</b>	<b>1,175,776</b>
53	<b>General merchandise group stores</b> . . .	<b>12,577</b>	<b>13,000</b>	<b>16,542</b>	<b>16,271</b>	<b>17,429</b>	<b>17,237</b>	<b>15,823</b>	<b>17,919</b>	<b>16,267</b>	<b>17,428</b>	<b>22,200</b>	<b>32,821</b>	<b>215,514</b>
531	Dept. stores (excl. leased depts.) . . . .	9,468	9,859	12,918	12,675	13,309	13,260	12,114	13,935	12,520	13,377	17,023	25,350	165,808
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	9,762	10,207	13,320	13,070	13,677	13,625	12,463	14,346	12,894	13,764	17,480	26,021	170,629
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,686	3,050	4,002	3,856	4,080	3,894	3,501	4,262	3,886	4,106	5,408	8,442	51,173
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	4,949	5,056	6,505	6,541	6,848	6,917	6,320	7,074	6,371	6,831	8,610	12,286	84,308
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,127	2,101	2,813	2,673	2,749	2,814	2,642	3,010	2,637	2,827	3,462	5,293	35,148
533	Variety stores . . . . .	509	538	633	684	667	636	622	703	609	680	784	1,241	8,306
539	Miscellaneous general merchandise stores . . . . .	2,600	2,603	2,991	2,912	3,453	3,341	3,087	3,281	3,138	3,371	4,393	6,230	41,400
54	<b>Food group stores</b> . . . . .	<b>28,419</b>	<b>27,277</b>	<b>30,950</b>	<b>29,499</b>	<b>31,459</b>	<b>31,758</b>	<b>31,399</b>	<b>32,183</b>	<b>30,558</b>	<b>30,504</b>	<b>31,004</b>	<b>33,323</b>	<b>368,333</b>
541	Grocery stores . . . . .	26,914	25,748	29,269	27,802	29,731	30,067	29,682	30,446	28,973	28,898	29,374	31,339	348,243
542	Meat, fish (seafood) markets . . . . .	489	478	524	507	511	504	512	509	458	458	486	614	6,050
546	Retail bakeries . . . . .	420	404	447	434	432	427	426	439	419	431	452	498	5,229
554	<b>Gasoline service stations</b> . . . . .	<b>10,120</b>	<b>9,434</b>	<b>10,497</b>	<b>10,537</b>	<b>11,210</b>	<b>11,442</b>	<b>11,548</b>	<b>12,739</b>	<b>12,406</b>	<b>13,242</b>	<b>12,952</b>	<b>12,377</b>	<b>138,504</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>5,846</b>	<b>5,729</b>	<b>7,672</b>	<b>7,745</b>	<b>7,867</b>	<b>7,770</b>	<b>7,231</b>	<b>8,659</b>	<b>7,699</b>	<b>7,818</b>	<b>8,914</b>	<b>12,869</b>	<b>95,819</b>
561	Mens & boys clothing, furnishings. . . .	728	621	784	820	868	880	722	771	788	856	971	1,641	10,450
562,3	Women's clothing specialty stores . . . .	2,086	2,016	2,690	2,734	2,795	2,692	2,533	2,766	2,609	2,692	3,008	4,191	32,812
562	Women's ready to wear . . . . .	1,815	1,797	2,444	2,486	2,551	2,478	2,324	2,527	2,402	2,441	2,728	3,762	29,755
565	Family clothing stores . . . . .	1,514	1,598	2,140	2,079	2,201	2,283	2,155	2,696	2,234	2,317	2,872	4,309	28,398
566	Shoe stores . . . . .	1,150	1,101	1,536	1,586	1,501	1,479	1,368	1,789	1,511	1,413	1,552	2,057	18,043
58	<b>Eating and drinking places</b> . . . . .	<b>14,012</b>	<b>13,811</b>	<b>15,889</b>	<b>15,730</b>	<b>16,479</b>	<b>16,922</b>	<b>17,020</b>	<b>17,440</b>	<b>15,879</b>	<b>15,971</b>	<b>15,335</b>	<b>15,661</b>	<b>190,149</b>
5812	Eating places . . . . .	13,171	12,990	14,942	14,792	15,513	15,918	16,063	16,480	14,917	14,965	14,313	14,615	178,679
5812 pt	Restaurants, lunchrooms, cafeterias . .	7,354	7,265	8,265	8,289	8,618	8,789	8,941	9,243	8,445	8,475	8,049	8,121	99,854
5812 pt	Refreshment places . . . . .	5,574	5,522	6,410	6,208	6,569	6,798	6,888	7,003	6,224	6,240	6,055	6,225	75,716
5813	Drinking places (alcoholic bev) . . . . .	841	821	947	938	966	1,004	957	960	962	1,006	1,022	1,046	11,470
591	Drug & proprietary stores . . . . .	5,545	5,187	5,592	5,662	5,835	5,729	5,656	5,951	5,617	6,006	6,097	7,681	70,558
592	Liquor stores . . . . .	1,512	1,459	1,653	1,628	1,755	1,850	1,873	1,906	1,753	1,788	1,891	2,654	21,722
596	Nonstore retailers <sup>2</sup> . . . . .	3,721	3,441	3,763	3,501	3,691	3,450	3,495	3,615	3,547	4,225	4,640	4,543	45,632
5961	Total mail order . . . . .	2,264	1,909	2,172	1,973	2,016	1,933	1,904	2,024	2,011	2,465	2,960	2,946	26,577
598	Fuel dealers . . . . .	2,102	1,598	1,441	1,077	887	763	752	1,032	1,062	1,340	1,602	1,917	15,573
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>30,329</b>	<b>30,128</b>	<b>36,745</b>	<b>35,929</b>	<b>38,232</b>	<b>37,785</b>	<b>35,364</b>	<b>39,645</b>	<b>36,329</b>	<b>38,049</b>	<b>45,458</b>	<b>67,604</b>	<b>471,597</b>
594	Miscellaneous shopping goods stores .	4,676	4,638	4,934	4,741	5,305	5,209	4,982	5,463	5,100	5,214	6,312	12,145	68,719

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1990												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>153,938</b>	<b>152,633</b>	<b>153,033</b>	<b>152,458</b>	<b>152,107</b>	<b>153,301</b>	<b>154,032</b>	<b>154,674</b>	<b>155,467</b>	<b>155,530</b>	<b>155,421</b>	<b>153,228</b>	
	Total (excl. automotive group) . . .	118,990	120,222	120,722	120,172	120,011	121,262	121,419	122,481	123,342	123,276	123,764	122,322	
	<b>Durable goods, total . . . . .</b>	<b>58,638</b>	<b>56,666</b>	<b>56,405</b>	<b>55,897</b>	<b>55,540</b>	<b>55,495</b>	<b>56,025</b>	<b>55,586</b>	<b>55,454</b>	<b>55,547</b>	<b>54,844</b>	<b>53,604</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,944</b>	<b>8,141</b>	<b>8,074</b>	<b>7,844</b>	<b>7,790</b>	<b>8,086</b>	<b>8,016</b>	<b>7,976</b>	<b>7,850</b>	<b>7,766</b>	<b>7,847</b>	<b>7,459</b>	
521,3	Building materials, supply stores . . . .	5,937	6,097	6,014	5,914	5,855	5,889	5,926	5,931	5,811	5,717	5,736	5,603	
525	Hardware stores . . . . .	1,051	1,061	1,071	1,048	1,043	1,061	1,061	1,014	1,048	1,036	1,034	1,013	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>34,948</b>	<b>32,411</b>	<b>32,311</b>	<b>32,286</b>	<b>32,096</b>	<b>32,039</b>	<b>32,613</b>	<b>32,193</b>	<b>32,125</b>	<b>32,254</b>	<b>31,657</b>	<b>30,906</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	32,310	29,768	29,652	29,699	29,527	29,445	30,057	29,645	29,589	29,721	29,134	28,378	
553	Auto & home supply stores . . . . .	2,638	2,643	2,659	2,587	2,569	2,594	2,556	2,548	2,536	2,533	2,523	2,528	
57	<b>Furniture group stores . . . . .</b>	<b>7,857</b>	<b>7,783</b>	<b>7,771</b>	<b>7,729</b>	<b>7,767</b>	<b>7,610</b>	<b>7,571</b>	<b>7,538</b>	<b>7,629</b>	<b>7,636</b>	<b>7,490</b>	<b>7,377</b>	
571	Furniture & home furn. stores . . . . .	4,445	4,317	4,319	4,267	4,241	4,189	4,172	4,144	4,194	4,170	4,107	4,032	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,754	2,794	2,785	2,791	2,869	2,775	2,744	2,732	2,767	2,785	2,710	2,672	
	<b>Nondurable goods, total . . . . .</b>	<b>95,300</b>	<b>95,967</b>	<b>96,628</b>	<b>96,561</b>	<b>96,567</b>	<b>97,806</b>	<b>98,007</b>	<b>99,088</b>	<b>100,013</b>	<b>99,983</b>	<b>100,577</b>	<b>99,624</b>	
53	<b>General merchandise group stores . . .</b>	<b>17,790</b>	<b>17,837</b>	<b>17,979</b>	<b>17,730</b>	<b>17,776</b>	<b>18,065</b>	<b>18,057</b>	<b>18,013</b>	<b>18,050</b>	<b>18,054</b>	<b>18,183</b>	<b>18,154</b>	
531	Dept. stores (excl. leased depts.) . . . .	13,682	13,712	13,920	13,688	13,692	13,929	13,908	13,852	13,850	13,819	13,896	13,921	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,078	14,185	14,355	14,075	14,050	14,433	14,317	14,264	14,272	14,208	14,291	14,277	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,270	4,326	4,379	4,299	4,304	4,375	4,328	4,253	4,219	4,181	4,218	4,196	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,874	6,879	7,002	6,871	6,800	7,058	7,007	7,074	7,103	7,130	7,247	7,197	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,934	2,980	2,974	2,905	2,946	3,000	2,982	2,937	2,950	2,897	2,826	2,884	
533	Variety stores . . . . .	705	695	679	699	682	699	696	704	698	705	695	679	
539	Miscellaneous general merchandise stores . . . . .	3,403	3,430	3,380	3,343	3,402	3,437	3,453	3,457	3,502	3,530	3,592	3,554	
54	<b>Food group stores . . . . .</b>	<b>29,758</b>	<b>30,306</b>	<b>30,560</b>	<b>30,410</b>	<b>30,443</b>	<b>30,822</b>	<b>30,730</b>	<b>30,938</b>	<b>31,241</b>	<b>31,024</b>	<b>31,271</b>	<b>31,052</b>	
541	Grocery stores . . . . .	28,065	28,609	28,836	28,721	28,781	29,163	29,043	29,247	29,564	29,368	29,611	29,426	
554	<b>Gasoline service stations . . . . .</b>	<b>10,766</b>	<b>10,806</b>	<b>10,889</b>	<b>10,863</b>	<b>10,800</b>	<b>10,960</b>	<b>10,925</b>	<b>11,817</b>	<b>12,431</b>	<b>12,733</b>	<b>12,913</b>	<b>12,439</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>7,936</b>	<b>7,911</b>	<b>7,992</b>	<b>7,964</b>	<b>8,023</b>	<b>8,137</b>	<b>8,155</b>	<b>8,039</b>	<b>8,011</b>	<b>7,931</b>	<b>7,895</b>	<b>7,896</b>	
561	Mens & boys clothing, furnishings. . . .	908	865	886	867	882	886	880	851	864	874	851	865	
562,3	Women's clothing specialty stores . . . .	2,770	2,732	2,782	2,790	2,759	2,843	2,827	2,736	2,715	2,676	2,671	2,626	
566	Shoe stores . . . . .	1,486	1,478	1,504	1,491	1,482	1,503	1,537	1,510	1,513	1,489	1,513	1,521	
58	<b>Eating and drinking places . . . . .</b>	<b>15,449</b>	<b>15,588</b>	<b>15,747</b>	<b>15,873</b>	<b>15,815</b>	<b>15,964</b>	<b>16,148</b>	<b>16,074</b>	<b>16,023</b>	<b>15,955</b>	<b>15,891</b>	<b>15,740</b>	
591	Drug & proprietary stores . . . . .	5,711	5,608	5,592	5,748	5,783	5,846	5,916	5,993	6,040	6,085	6,159	6,091	
592	Liquor stores . . . . .	1,718	1,737	1,744	1,773	1,759	1,789	1,817	1,831	1,847	1,857	1,872	1,929	
5961	Total mail order . . . . .	2,244	2,246	2,207	2,202	2,206	2,227	2,196	2,207	2,207	2,197	2,216	2,207	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>39,435</b>	<b>39,350</b>	<b>39,547</b>	<b>39,142</b>	<b>39,295</b>	<b>39,499</b>	<b>39,549</b>	<b>39,251</b>	<b>39,446</b>	<b>39,395</b>	<b>39,219</b>	<b>39,137</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1989												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>124,988</b>	<b>121,280</b>	<b>142,855</b>	<b>141,399</b>	<b>152,175</b>	<b>151,172</b>	<b>146,788</b>	<b>155,428</b>	<b>146,508</b>	<b>144,906</b>	<b>151,610</b>	<b>179,862</b>	<b>1,758,971</b>
	Total (excl. automotive group) . . . .	97,336	93,576	108,910	108,207	116,089	115,308	113,050	118,360	112,699	114,409	122,439	152,577	1,372,960
	<b>Durable goods, total</b> . . . . .	<b>46,278</b>	<b>45,444</b>	<b>54,223</b>	<b>54,270</b>	<b>59,677</b>	<b>59,356</b>	<b>56,034</b>	<b>60,895</b>	<b>56,081</b>	<b>52,908</b>	<b>53,319</b>	<b>58,669</b>	<b>657,154</b>
52	<b>Building materials group stores</b> . . . .	<b>5,977</b>	<b>5,577</b>	<b>6,886</b>	<b>8,001</b>	<b>9,238</b>	<b>8,898</b>	<b>8,352</b>	<b>8,765</b>	<b>8,017</b>	<b>8,166</b>	<b>7,564</b>	<b>6,938</b>	<b>92,379</b>
521,3,5	Building materials, supply stores, hardware . . . . .	5,400	4,932	5,984	6,734	7,662	7,639	7,288	7,615	6,992	7,184	6,682	5,982	80,094
521,3	Building materials, supply stores . . . .	4,562	4,165	5,049	5,637	6,450	6,467	6,151	6,508	5,920	6,099	5,624	4,825	67,457
525	Hardware stores . . . . .	838	767	935	1,097	1,212	1,172	1,137	1,107	1,072	1,085	1,058	1,157	12,637
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>27,652</b>	<b>27,704</b>	<b>33,945</b>	<b>33,192</b>	<b>36,086</b>	<b>35,864</b>	<b>33,738</b>	<b>37,068</b>	<b>33,809</b>	<b>30,497</b>	<b>29,171</b>	<b>27,285</b>	<b>386,011</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	25,638	25,809	31,617	30,792	33,501	33,255	31,160	34,346	31,146	27,862	26,574	24,785	356,485
551,2	Motor vehicle dealers . . . . .	24,737	24,689	30,070	28,889	31,368	31,031	29,322	32,470	29,691	26,536	25,300	23,632	337,735
551	Motor vehicle dealers, (new & used) . . . .	22,922	22,786	27,694	26,575	28,714	28,621	27,126	30,013	27,465	24,356	23,459	21,899	311,630
553	Auto & home supply stores . . . . .	2,014	1,895	2,328	2,400	2,585	2,609	2,578	2,722	2,663	2,635	2,597	2,500	29,526
57	<b>Furniture group stores</b> . . . . .	<b>6,970</b>	<b>6,496</b>	<b>7,226</b>	<b>7,034</b>	<b>7,464</b>	<b>7,627</b>	<b>7,322</b>	<b>7,821</b>	<b>7,459</b>	<b>7,520</b>	<b>8,335</b>	<b>10,027</b>	<b>91,301</b>
571	Furniture & home furn. stores . . . . .	3,962	3,723	4,170	4,121	4,323	4,294	4,140	4,485	4,186	4,288	4,732	4,778	51,202
5712	Furniture stores . . . . .	2,464	2,320	2,592	2,596	2,693	2,699	2,618	2,777	2,641	2,646	2,897	2,973	31,916
5713	Floor covering stores . . . . .	817	771	942	882	927	913	849	932	873	927	979	880	10,692
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,451	2,242	2,503	2,391	2,618	2,788	2,648	2,721	2,623	2,610	2,917	4,154	32,666
5722	Household appliance stores . . . . .	677	605	708	697	776	819	798	783	734	750	861	1,055	9,263
5731,34	Radio, television and computer stores . . . . .	1,774	1,637	1,795	1,694	1,842	1,969	1,850	1,938	1,889	1,860	2,056	3,099	23,403
5941	Sporting goods stores and bicycle shops . .	892	942	1,095	1,099	1,186	1,215	1,125	1,283	1,143	1,030	1,233	1,934	14,177
5942	Book stores . . . . .	607	410	411	425	457	454	437	631	655	509	591	952	6,539
5944	Jewelry stores . . . . .	810	954	918	927	1,187	1,032	946	1,038	983	1,001	1,356	3,224	14,376
	<b>Nondurable goods, total</b> . . . . .	<b>78,710</b>	<b>75,836</b>	<b>88,632</b>	<b>87,129</b>	<b>92,498</b>	<b>91,816</b>	<b>90,754</b>	<b>94,533</b>	<b>90,427</b>	<b>91,998</b>	<b>98,291</b>	<b>121,193</b>	<b>1,101,817</b>
53	<b>General merchandise group stores</b> . . . .	<b>11,746</b>	<b>11,738</b>	<b>15,391</b>	<b>15,511</b>	<b>16,510</b>	<b>16,235</b>	<b>15,119</b>	<b>16,877</b>	<b>15,904</b>	<b>16,899</b>	<b>21,536</b>	<b>32,840</b>	<b>206,306</b>
531	Dept. stores (excl. leased depts.) . . . .	9,024	9,042	12,078	12,234	12,800	12,643	11,774	13,259	12,444	13,155	16,600	25,471	160,524
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	9,304	9,314	12,421	12,577	13,143	12,962	12,079	13,626	12,798	13,522	17,035	26,112	164,893
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,722	2,980	3,822	3,789	3,996	3,806	3,426	4,179	4,088	4,211	5,473	8,887	51,379
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	4,406	4,252	5,800	5,961	6,335	6,316	5,952	6,403	6,043	6,360	7,923	11,851	77,602
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,176	2,082	2,799	2,827	2,812	2,840	2,701	3,044	2,667	2,951	3,639	5,374	35,912
533	Variety stores . . . . .	482	477	631	566	608	589	589	637	580	671	780	1,326	7,936
539	Miscellaneous general merchandise stores . . . . .	2,240	2,219	2,682	2,711	3,102	3,003	2,756	2,981	2,880	3,073	4,156	6,043	37,846
54	<b>Food group stores</b> . . . . .	<b>26,614</b>	<b>25,547</b>	<b>28,785</b>	<b>27,712</b>	<b>29,563</b>	<b>29,688</b>	<b>30,077</b>	<b>29,937</b>	<b>29,221</b>	<b>28,566</b>	<b>29,124</b>	<b>32,211</b>	<b>347,045</b>
541	Grocery stores . . . . .	25,242	24,129	27,132	26,224	27,924	28,079	28,500	28,330	27,712	27,027	27,534	30,239	328,072
542	Meat, fish (seafood) markets . . . . .	490	468	563	503	557	531	524	540	529	507	529	658	6,399
546	Retail bakeries . . . . .	376	379	419	378	407	404	381	394	375	404	404	471	4,792
554	<b>Gasoline service stations</b> . . . . .	<b>8,840</b>	<b>8,505</b>	<b>9,590</b>	<b>10,195</b>	<b>11,058</b>	<b>11,044</b>	<b>11,147</b>	<b>10,967</b>	<b>10,268</b>	<b>10,572</b>	<b>10,221</b>	<b>10,475</b>	<b>122,882</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>5,695</b>	<b>5,325</b>	<b>7,321</b>	<b>7,121</b>	<b>7,426</b>	<b>7,221</b>	<b>6,902</b>	<b>8,198</b>	<b>7,637</b>	<b>7,651</b>	<b>8,818</b>	<b>13,026</b>	<b>92,341</b>
561	Mens & boys clothing, furnishings. . . .	712	610	762	814	850	853	733	777	805	865	1,010	1,716	10,507
562,3	Women's clothing specialty stores . . . .	2,097	1,955	2,596	2,550	2,660	2,450	2,425	2,705	2,648	2,690	3,056	4,399	32,231
562	Women's ready to wear . . . . .	1,806	1,722	2,366	2,322	2,435	2,245	2,234	2,483	2,397	2,401	2,709	3,861	28,981
565	Family clothing stores . . . . .	1,409	1,399	1,932	1,863	1,974	2,029	1,953	2,423	2,181	2,255	2,732	4,225	26,375
566	Shoe stores . . . . .	1,115	992	1,501	1,420	1,474	1,430	1,297	1,671	1,496	1,386	1,509	1,999	17,290
58	<b>Eating and drinking places</b> . . . . .	<b>13,410</b>	<b>12,751</b>	<b>14,560</b>	<b>14,681</b>	<b>15,245</b>	<b>15,580</b>	<b>15,786</b>	<b>16,073</b>	<b>15,083</b>	<b>15,166</b>	<b>14,453</b>	<b>15,041</b>	<b>177,829</b>
5812	Eating places . . . . .	12,594	11,959	13,629	13,809	14,330	14,602	14,877	15,176	14,177	14,282	13,598	14,122	167,155
5812 pt	Restaurants, lunchrooms, cafeterias . . .	7,137	6,836	7,611	7,712	7,976	8,018	8,158	8,323	7,766	7,915	7,556	7,876	92,884
5812 pt	Refreshment places . . . . .	5,286	4,965	5,812	5,855	6,063	6,296	6,502	6,595	6,150	6,134	5,824	5,984	71,466
5813	Drinking places (alcoholic bev) . . . . .	816	792	931	872	915	978	909	897	906	884	855	919	10,674
591	Drug & proprietary stores . . . . .	4,881	4,775	5,232	4,838	5,216	5,106	5,022	5,269	5,151	5,284	5,472	7,097	63,343
592	Liquor stores . . . . .	1,459	1,367	1,535	1,545	1,687	1,718	1,773	1,723	1,662	1,607	1,679	2,344	20,099
596	Nonstore retailers <sup>2</sup> . . . . .	3,413	3,125	3,614	3,442	3,576	3,396	3,229	3,575	3,482	3,927	4,425	4,433	43,637
5961	Total mail order . . . . .	2,096	1,738	2,093	1,936	2,030	1,939	1,877	2,058	2,086	2,390	2,959	3,028	26,230
598	Fuel dealers . . . . .	1,669	1,584	1,449	1,034	925	738	700	807	884	1,186	1,365	2,366	14,707
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>28,631</b>	<b>27,763</b>	<b>34,557</b>	<b>34,007</b>	<b>36,382</b>	<b>36,028</b>	<b>33,985</b>	<b>38,190</b>	<b>36,050</b>	<b>36,998</b>	<b>45,029</b>	<b>68,068</b>	<b>455,688</b>
594	Miscellaneous shopping goods stores . .	4,220	4,204	4,619	4,341	4,982	4,945	4,642	5,294	5,050	4,928	6,340	12,175	65,740

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1989												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>143,839</b>	<b>141,914</b>	<b>142,727</b>	<b>145,396</b>	<b>146,366</b>	<b>146,410</b>	<b>147,142</b>	<b>149,444</b>	<b>149,298</b>	<b>147,648</b>	<b>148,939</b>	<b>149,324</b>	
	Total (excl. automotive group) . . .	111,802	110,726	111,160	113,113	114,164	114,435	114,657	115,132	115,869	115,995	116,983	117,917	
	<b>Durable goods, total . . . . .</b>	<b>54,492</b>	<b>53,161</b>	<b>53,214</b>	<b>54,541</b>	<b>54,711</b>	<b>54,506</b>	<b>55,141</b>	<b>57,234</b>	<b>56,278</b>	<b>54,483</b>	<b>55,288</b>	<b>54,500</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,821</b>	<b>7,520</b>	<b>7,315</b>	<b>7,689</b>	<b>7,706</b>	<b>7,642</b>	<b>7,746</b>	<b>7,840</b>	<b>7,737</b>	<b>7,755</b>	<b>7,905</b>	<b>7,844</b>	
521,3	Building materials, supply stores . . . .	5,826	5,546	5,360	5,598	5,618	5,575	5,617	5,654	5,617	5,679	5,780	5,772	
525	Hardware stores . . . . .	1,037	1,024	1,012	1,035	1,059	1,060	1,066	1,085	1,069	1,075	1,069	1,055	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>32,037</b>	<b>31,188</b>	<b>31,567</b>	<b>32,283</b>	<b>32,202</b>	<b>31,975</b>	<b>32,485</b>	<b>34,312</b>	<b>33,429</b>	<b>31,653</b>	<b>31,956</b>	<b>31,407</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	29,639	28,837	29,194	29,866	29,779	29,586	30,048	31,831	30,868	29,114	29,364	28,786	
553	Auto & home supply stores . . . . .	2,398	2,351	2,373	2,417	2,423	2,389	2,437	2,481	2,561	2,539	2,592	2,621	
57	<b>Furniture group stores . . . . .</b>	<b>7,708</b>	<b>7,534</b>	<b>7,450</b>	<b>7,550</b>	<b>7,597</b>	<b>7,692</b>	<b>7,552</b>	<b>7,693</b>	<b>7,677</b>	<b>7,685</b>	<b>7,754</b>	<b>7,604</b>	
571	Furniture & home furn. stores . . . . .	4,407	4,260	4,195	4,266	4,251	4,264	4,237	4,329	4,258	4,275	4,361	4,228	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,688	2,669	2,666	2,696	2,750	2,830	2,708	2,737	2,744	2,762	2,731	2,762	
	<b>Nondurable goods, total . . . . .</b>	<b>89,347</b>	<b>88,753</b>	<b>89,513</b>	<b>90,855</b>	<b>91,655</b>	<b>91,904</b>	<b>92,001</b>	<b>92,210</b>	<b>93,020</b>	<b>93,165</b>	<b>93,651</b>	<b>94,824</b>	
53	<b>General merchandise group stores . . .</b>	<b>16,838</b>	<b>16,274</b>	<b>16,585</b>	<b>16,932</b>	<b>16,870</b>	<b>17,044</b>	<b>17,106</b>	<b>17,159</b>	<b>17,555</b>	<b>17,537</b>	<b>17,621</b>	<b>17,785</b>	
531	Dept. stores (excl. leased depts.) . . . .	13,155	12,682	12,931	13,255	13,142	13,294	13,334	13,379	13,630	13,590	13,595	13,768	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	13,471	13,055	13,388	13,555	13,567	13,675	13,717	13,743	14,014	13,915	13,990	14,079	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,273	4,227	4,195	4,257	4,247	4,229	4,240	4,243	4,377	4,279	4,313	4,333	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,188	5,849	6,157	6,281	6,335	6,425	6,512	6,501	6,670	6,646	6,697	6,803	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,010	2,979	3,036	3,017	2,985	3,021	2,965	2,999	2,967	2,990	2,980	2,943	
533	Variety stores . . . . .	660	617	623	614	638	635	651	649	671	695	701	706	
539	Miscellaneous general merchandise stores . . . . .	3,023	2,975	3,031	3,063	3,090	3,115	3,121	3,131	3,254	3,252	3,325	3,311	
54	<b>Food group stores . . . . .</b>	<b>28,181</b>	<b>28,382</b>	<b>28,328</b>	<b>28,510</b>	<b>28,873</b>	<b>28,909</b>	<b>28,994</b>	<b>29,132</b>	<b>29,332</b>	<b>29,344</b>	<b>29,471</b>	<b>29,832</b>	
541	Grocery stores . . . . .	26,627	26,810	26,731	26,952	27,296	27,341	27,430	27,558	27,768	27,748	27,840	28,208	
554	<b>Gasoline service stations . . . . .</b>	<b>9,455</b>	<b>9,709</b>	<b>9,969</b>	<b>10,424</b>	<b>10,622</b>	<b>10,609</b>	<b>10,526</b>	<b>10,240</b>	<b>10,146</b>	<b>10,264</b>	<b>10,303</b>	<b>10,496</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>7,695</b>	<b>7,344</b>	<b>7,330</b>	<b>7,627</b>	<b>7,626</b>	<b>7,660</b>	<b>7,638</b>	<b>7,707</b>	<b>7,761</b>	<b>7,845</b>	<b>7,916</b>	<b>7,898</b>	
561	Mens & boys clothing, furnishings. . . .	888	857	850	875	866	869	864	870	876	882	895	895	
562,3	Women's clothing specialty stores . . . .	2,785	2,635	2,622	2,670	2,644	2,654	2,639	2,689	2,675	2,734	2,726	2,751	
566	Shoe stores . . . . .	1,429	1,330	1,353	1,459	1,470	1,467	1,446	1,434	1,464	1,464	1,494	1,460	
58	<b>Eating and drinking places . . . . .</b>	<b>14,752</b>	<b>14,457</b>	<b>14,633</b>	<b>14,608</b>	<b>14,744</b>	<b>14,740</b>	<b>14,823</b>	<b>14,882</b>	<b>15,083</b>	<b>15,091</b>	<b>15,134</b>	<b>14,981</b>	
591	Drug & proprietary stores . . . . .	5,090	5,185	5,119	5,082	5,159	5,178	5,264	5,333	5,434	5,436	5,550	5,579	
592	Liquor stores . . . . .	1,664	1,629	1,647	1,665	1,697	1,684	1,685	1,684	1,703	1,688	1,687	1,672	
5961	Total mail order . . . . .	2,186	2,042	2,093	2,175	2,190	2,206	2,237	2,235	2,210	2,169	2,226	2,306	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>37,631</b>	<b>36,427</b>	<b>36,662</b>	<b>37,422</b>	<b>37,456</b>	<b>37,789</b>	<b>37,669</b>	<b>38,091</b>	<b>38,585</b>	<b>38,610</b>	<b>38,972</b>	<b>38,945</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1988												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>116,210</b>	<b>117,984</b>	<b>134,991</b>	<b>134,399</b>	<b>139,770</b>	<b>141,182</b>	<b>137,486</b>	<b>142,604</b>	<b>135,441</b>	<b>138,609</b>	<b>143,212</b>	<b>174,314</b>	<b>1,656,202</b>
	Total (excl. automotive group) . . . .	90,055	89,317	101,487	101,892	106,203	106,230	105,418	109,389	105,410	108,687	114,157	145,387	1,283,632
	<b>Durable goods, total</b> . . . . .	<b>42,638</b>	<b>45,670</b>	<b>53,073</b>	<b>53,002</b>	<b>55,401</b>	<b>57,192</b>	<b>53,003</b>	<b>55,199</b>	<b>51,192</b>	<b>51,229</b>	<b>51,716</b>	<b>59,839</b>	<b>629,154</b>
52	<b>Building materials group stores</b> . . . .	<b>5,223</b>	<b>5,654</b>	<b>7,177</b>	<b>8,122</b>	<b>8,964</b>	<b>8,706</b>	<b>7,995</b>	<b>8,344</b>	<b>7,987</b>	<b>8,050</b>	<b>7,468</b>	<b>7,366</b>	<b>91,056</b>
521,3,5	Building materials, supply stores, hard- ware . . . . .	4,516	4,846	6,119	6,763	7,412	7,519	7,060	7,308	7,043	7,051	6,637	6,416	78,690
521,3	Building materials, supply stores . . . .	3,780	4,134	5,223	5,704	6,325	6,441	6,012	6,301	6,029	6,003	5,616	5,228	66,796
525	Hardware stores . . . . .	736	712	896	1,059	1,087	1,078	1,048	1,007	1,014	1,048	1,021	1,188	11,894
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>26,155</b>	<b>28,667</b>	<b>33,504</b>	<b>32,507</b>	<b>33,567</b>	<b>34,952</b>	<b>32,068</b>	<b>33,215</b>	<b>30,031</b>	<b>29,922</b>	<b>29,055</b>	<b>28,927</b>	<b>372,570</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	24,113	26,638	31,093	30,009	31,033	32,206	29,479	30,502	27,509	27,407	26,648	26,580	343,217
551,2	Motor vehicle dealers . . . . .	23,328	25,502	29,370	28,138	29,009	30,141	27,634	28,834	26,214	25,950	25,603	25,192	324,915
551	Motor vehicle dealers, (new & used) . . .	21,942	23,950	27,514	26,229	27,169	28,169	25,804	26,916	24,228	24,070	23,863	23,397	303,251
553	Auto & home supply stores . . . . .	2,042	2,029	2,411	2,498	2,534	2,746	2,589	2,713	2,522	2,515	2,407	2,347	29,353
57	<b>Furniture group stores</b> . . . . .	<b>6,061</b>	<b>5,953</b>	<b>6,648</b>	<b>6,569</b>	<b>6,722</b>	<b>7,091</b>	<b>6,888</b>	<b>7,231</b>	<b>6,967</b>	<b>7,157</b>	<b>7,977</b>	<b>10,126</b>	<b>85,390</b>
571	Furniture & home furn. stores . . . . .	3,367	3,358	3,825	3,790	3,885	4,007	3,879	4,069	3,942	4,118	4,464	4,913	47,617
5712	Furniture stores . . . . .	2,035	2,068	2,363	2,268	2,302	2,350	2,278	2,315	2,299	2,411	2,602	2,906	28,197
5713	Floor covering stores . . . . .	777	767	862	898	947	1,001	928	1,015	970	969	991	1,001	11,126
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,172	2,089	2,301	2,255	2,315	2,525	2,465	2,555	2,436	2,450	2,907	4,138	30,608
5722	Household appliance stores . . . . .	590	561	629	655	679	787	786	774	685	699	810	1,054	8,709
5731,34	Radio, television and computer stores . . . . .	1,582	1,528	1,672	1,600	1,636	1,738	1,679	1,781	1,751	1,751	2,097	3,084	21,899
5941	Sporting goods stores and bicycle shops .	821	871	938	1,044	1,097	1,155	1,069	1,150	981	915	1,087	1,698	12,826
5942	Book stores . . . . .	537	402	398	381	413	453	408	555	575	441	510	925	5,998
5944	Jewelry stores . . . . .	769	921	921	947	1,128	991	939	993	943	986	1,285	3,432	14,255
	<b>Nondurable goods, total</b> . . . . .	<b>73,572</b>	<b>72,314</b>	<b>81,918</b>	<b>81,397</b>	<b>84,369</b>	<b>83,990</b>	<b>84,483</b>	<b>87,405</b>	<b>84,249</b>	<b>87,380</b>	<b>91,496</b>	<b>114,475</b>	<b>1,027,048</b>
53	<b>General merchandise group stores</b> . . .	<b>10,802</b>	<b>11,141</b>	<b>14,316</b>	<b>14,394</b>	<b>15,406</b>	<b>15,024</b>	<b>13,934</b>	<b>15,460</b>	<b>14,625</b>	<b>16,098</b>	<b>19,815</b>	<b>31,506</b>	<b>192,521</b>
531	Dept. stores (excl. leased depts.) . . . .	8,464	8,690	11,308	11,379	12,085	11,828	10,996	12,252	11,625	12,787	15,551	24,558	151,523
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	8,781	8,999	11,698	11,767	12,458	12,189	11,340	12,613	12,005	13,162	15,965	25,211	156,188
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,600	2,857	3,642	3,553	3,764	3,607	3,206	3,870	3,804	4,142	5,166	8,726	48,937
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	3,988	4,021	5,404	5,508	5,866	5,815	5,410	5,781	5,536	5,975	7,122	11,081	71,507
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,193	2,121	2,652	2,706	2,828	2,767	2,724	2,962	2,665	3,045	3,677	5,404	35,744
533	Variety stores . . . . .	448	476	593	575	575	561	571	605	543	618	662	1,231	7,458
539	Miscellaneous general merchandise stores . . . . .	1,890	1,975	2,415	2,440	2,746	2,635	2,367	2,603	2,457	2,693	3,602	5,717	33,540
54	<b>Food group stores</b> . . . . .	<b>25,283</b>	<b>24,327</b>	<b>26,552</b>	<b>26,331</b>	<b>27,167</b>	<b>27,395</b>	<b>28,446</b>	<b>27,918</b>	<b>27,318</b>	<b>27,361</b>	<b>27,192</b>	<b>30,203</b>	<b>325,493</b>
541	Grocery stores . . . . .	23,919	22,916	25,057	24,847	25,595	25,849	26,878	26,378	25,834	25,890	25,683	28,327	307,173
542	Meat, fish (seafood) markets . . . . .	483	466	504	474	520	509	538	533	531	509	524	655	6,246
546	Retail bakeries . . . . .	407	398	428	437	437	424	414	403	389	409	404	445	4,995
554	<b>Gasoline service stations</b> . . . . .	<b>8,408</b>	<b>8,119</b>	<b>8,830</b>	<b>8,957</b>	<b>9,415</b>	<b>9,484</b>	<b>9,689</b>	<b>10,006</b>	<b>9,359</b>	<b>9,532</b>	<b>9,179</b>	<b>9,363</b>	<b>110,341</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>5,151</b>	<b>5,018</b>	<b>6,751</b>	<b>6,569</b>	<b>6,647</b>	<b>6,441</b>	<b>6,341</b>	<b>7,345</b>	<b>7,022</b>	<b>7,324</b>	<b>8,120</b>	<b>12,578</b>	<b>85,307</b>
561	Mens & boys clothing, furnishings. . . .	649	579	699	757	770	785	695	729	745	858	927	1,633	9,826
562,3	Women's clothing specialty stores . . . .	1,927	1,904	2,420	2,390	2,428	2,287	2,286	2,493	2,504	2,629	2,928	4,371	30,567
562	Women's ready to wear . . . . .	1,675	1,688	2,199	2,172	2,208	2,086	2,089	2,266	2,271	2,320	2,564	3,821	27,359
565	Family clothing stores . . . . .	1,283	1,291	1,772	1,749	1,784	1,756	1,776	2,113	1,924	2,086	2,442	3,926	23,902
566	Shoe stores . . . . .	962	919	1,376	1,257	1,269	1,203	1,151	1,436	1,335	1,275	1,342	1,919	15,444
58	<b>Eating and drinking places</b> . . . . .	<b>12,134</b>	<b>11,987</b>	<b>13,303</b>	<b>13,698</b>	<b>14,179</b>	<b>14,507</b>	<b>15,106</b>	<b>15,308</b>	<b>14,394</b>	<b>14,674</b>	<b>13,896</b>	<b>14,807</b>	<b>167,993</b>
5812	Eating places . . . . .	11,231	11,120	12,359	12,769	13,285	13,547	14,182	14,407	13,487	13,791	13,010	13,882	157,070
5812 pt	Restaurants, lunchrooms, cafeterias . .	6,334	6,319	6,849	7,098	7,342	7,493	7,844	8,057	7,560	7,787	7,298	7,698	87,679
5812 pt	Refreshment places . . . . .	4,709	4,613	5,323	5,473	5,730	5,876	6,179	6,161	5,713	5,751	5,520	5,913	66,961
5813	Drinking places (alcoholic bev) . . . . .	903	867	944	929	894	960	924	901	907	883	886	925	10,923
591	Drug & proprietary stores . . . . .	4,440	4,460	4,792	4,660	4,768	4,718	4,583	4,758	4,644	4,740	4,836	6,443	57,842
592	Liquor stores . . . . .	1,473	1,377	1,494	1,564	1,635	1,667	1,730	1,624	1,552	1,547	1,614	2,361	19,638
596	Nonstore retailers <sup>2</sup> . . . . .	2,911	3,091	3,440	3,125	3,090	2,962	2,937	3,129	3,342	3,867	4,389	4,193	40,476
5961	Total mail order . . . . .	1,661	1,691	1,917	1,768	1,710	1,660	1,609	1,780	1,941	2,380	2,931	2,872	23,920
598	Fuel dealers . . . . .	2,135	1,759	1,476	1,061	906	798	781	832	919	1,139	1,305	1,673	14,784
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>25,702</b>	<b>25,980</b>	<b>31,812</b>	<b>31,631</b>	<b>33,236</b>	<b>33,090</b>	<b>31,525</b>	<b>34,755</b>	<b>33,050</b>	<b>35,069</b>	<b>41,597</b>	<b>65,589</b>	<b>423,036</b>
594	Miscellaneous shopping goods stores .	3,688	3,868	4,097	4,099	4,461	4,534	4,362	4,719	4,436	4,490	5,685	11,379	59,818

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales by Kinds of Business, Unadjusted and Adjusted:  
January 1988 to December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1988												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>132,543</b>	<b>133,438</b>	<b>135,736</b>	<b>135,123</b>	<b>136,327</b>	<b>136,981</b>	<b>137,369</b>	<b>138,158</b>	<b>137,707</b>	<b>140,607</b>	<b>141,779</b>	<b>142,794</b>	
	Total (excl. automotive group) . . .	102,106	102,451	104,529	104,607	105,403	105,836	106,572	107,346	108,153	109,250	109,913	110,582	
	<b>Durable goods, total . . . . .</b>	<b>50,515</b>	<b>51,501</b>	<b>52,128</b>	<b>51,617</b>	<b>52,115</b>	<b>52,532</b>	<b>52,042</b>	<b>52,022</b>	<b>51,029</b>	<b>53,095</b>	<b>53,733</b>	<b>54,730</b>	
52	<b>Building materials group stores . . . . .</b>	<b>7,065</b>	<b>7,428</b>	<b>7,545</b>	<b>7,558</b>	<b>7,641</b>	<b>7,565</b>	<b>7,416</b>	<b>7,477</b>	<b>7,593</b>	<b>7,755</b>	<b>7,709</b>	<b>8,070</b>	
521,3	Building materials, supply stores . . . .	5,000	5,334	5,463	5,516	5,617	5,611	5,511	5,498	5,614	5,690	5,713	6,016	
525	Hardware stores . . . . .	893	920	964	977	970	982	986	990	1,033	1,019	1,031	1,043	
55 ex 554	<b>Automotive dealers . . . . .</b>	<b>30,437</b>	<b>30,987</b>	<b>31,207</b>	<b>30,516</b>	<b>30,924</b>	<b>31,145</b>	<b>30,797</b>	<b>30,812</b>	<b>29,554</b>	<b>31,357</b>	<b>31,866</b>	<b>32,212</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	28,006	28,551	28,737	28,072	28,471	28,628	28,345	28,348	27,129	28,941	29,478	29,832	
553	Auto & home supply stores . . . . .	2,431	2,436	2,470	2,444	2,453	2,517	2,452	2,464	2,425	2,416	2,388	2,380	
57	<b>Furniture group stores . . . . .</b>	<b>6,680</b>	<b>6,715</b>	<b>6,878</b>	<b>6,977</b>	<b>7,010</b>	<b>7,145</b>	<b>7,097</b>	<b>7,112</b>	<b>7,179</b>	<b>7,280</b>	<b>7,414</b>	<b>7,495</b>	
571	Furniture & home furn. stores . . . . .	3,745	3,739	3,837	3,875	3,901	3,959	3,966	3,943	4,002	4,089	4,133	4,224	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,371	2,415	2,474	2,517	2,514	2,574	2,520	2,550	2,572	2,582	2,687	2,665	
	<b>Nondurable goods, total . . . . .</b>	<b>82,028</b>	<b>81,937</b>	<b>83,608</b>	<b>83,506</b>	<b>84,212</b>	<b>84,449</b>	<b>85,327</b>	<b>86,136</b>	<b>86,678</b>	<b>87,512</b>	<b>88,046</b>	<b>88,064</b>	
53	<b>General merchandise group stores . . .</b>	<b>15,353</b>	<b>15,096</b>	<b>15,628</b>	<b>15,570</b>	<b>15,727</b>	<b>15,768</b>	<b>15,809</b>	<b>15,948</b>	<b>16,091</b>	<b>16,401</b>	<b>16,528</b>	<b>16,671</b>	
531	Dept. stores (excl. leased depts.) . . . .	12,143	11,888	12,291	12,235	12,382	12,424	12,453	12,528	12,677	12,942	13,003	13,042	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	12,498	12,297	12,687	12,736	12,855	12,847	12,879	12,924	13,113	13,280	13,323	13,382	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	3,994	3,935	4,011	3,997	4,009	4,012	3,993	4,002	4,051	4,146	4,146	4,185	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	5,524	5,412	5,774	5,798	5,872	5,904	5,919	5,984	6,084	6,116	6,166	6,208	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,980	2,950	2,902	2,941	2,974	2,931	2,967	2,938	2,978	3,018	3,011	2,989	
533	Variety stores . . . . .	600	599	611	603	604	602	626	633	609	639	630	639	
539	Miscellaneous general merchandise stores . . . . .	2,610	2,609	2,726	2,732	2,741	2,742	2,730	2,787	2,805	2,820	2,895	2,990	
54	<b>Food group stores . . . . .</b>	<b>26,066</b>	<b>26,178</b>	<b>26,536</b>	<b>26,653</b>	<b>26,798</b>	<b>26,846</b>	<b>27,193</b>	<b>27,521</b>	<b>27,458</b>	<b>27,631</b>	<b>27,807</b>	<b>27,617</b>	
541	Grocery stores . . . . .	24,532	24,667	25,057	25,149	25,267	25,317	25,647	26,014	25,938	26,099	26,261	26,084	
554	<b>Gasoline service stations . . . . .</b>	<b>8,964</b>	<b>8,893</b>	<b>9,179</b>	<b>9,029</b>	<b>9,114</b>	<b>9,102</b>	<b>9,132</b>	<b>9,343</b>	<b>9,285</b>	<b>9,281</b>	<b>9,290</b>	<b>9,335</b>	
56	<b>Apparel &amp; accessory stores . . . . .</b>	<b>6,734</b>	<b>6,708</b>	<b>6,858</b>	<b>6,771</b>	<b>6,910</b>	<b>6,890</b>	<b>7,041</b>	<b>7,058</b>	<b>7,225</b>	<b>7,368</b>	<b>7,338</b>	<b>7,417</b>	
561	Mens & boys clothing, furnishings. . . .	791	790	799	791	789	804	822	821	830	850	825	833	
562,3	Women's clothing specialty stores . . . .	2,471	2,470	2,459	2,436	2,498	2,483	2,512	2,495	2,579	2,588	2,633	2,643	
566	Shoe stores . . . . .	1,210	1,200	1,255	1,224	1,259	1,251	1,293	1,284	1,308	1,332	1,323	1,363	
58	<b>Eating and drinking places . . . . .</b>	<b>13,161</b>	<b>13,260</b>	<b>13,465</b>	<b>13,522</b>	<b>13,660</b>	<b>13,856</b>	<b>14,013</b>	<b>14,293</b>	<b>14,380</b>	<b>14,486</b>	<b>14,643</b>	<b>14,704</b>	
591	Drug & proprietary stores . . . . .	4,639	4,656	4,759	4,779	4,792	4,800	4,794	4,806	4,873	4,892	4,930	4,941	
592	Liquor stores . . . . .	1,633	1,599	1,624	1,645	1,663	1,657	1,627	1,613	1,603	1,600	1,622	1,646	
5961	Total mail order . . . . .	1,796	1,891	1,923	1,893	1,915	1,891	1,946	1,906	2,022	2,174	2,199	2,134	
53,56, 57,594	<b>GAF, total<sup>3</sup> . . . . .</b>	<b>33,435</b>	<b>33,242</b>	<b>34,139</b>	<b>34,175</b>	<b>34,538</b>	<b>34,731</b>	<b>34,972</b>	<b>35,059</b>	<b>35,435</b>	<b>36,083</b>	<b>36,351</b>	<b>36,798</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997**

[Data in millions of dollars]

SIC code	Kind of business	1997											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>307,712</b>	<b>313,554</b>	<b>316,360</b>	<b>319,874</b>	<b>316,787</b>	<b>313,552</b>	<b>311,224</b>	<b>310,754</b>	<b>323,361</b>	<b>342,065</b>	<b>346,946</b>	<b>318,521</b>
	Total (excl. automotive group) . . . . .	216,130	219,370	221,940	225,039	224,432	222,416	226,130	227,538	238,435	252,677	255,034	223,987
	<b>Durable goods, total . . . . .</b>	<b>167,268</b>	<b>171,292</b>	<b>172,699</b>	<b>174,889</b>	<b>173,110</b>	<b>171,243</b>	<b>166,004</b>	<b>163,795</b>	<b>168,729</b>	<b>178,307</b>	<b>181,654</b>	<b>174,842</b>
52	Building materials group stores . . . . .	22,628	23,299	24,531	25,126	25,278	24,919	24,482	24,163	24,652	24,877	24,497	24,385
55 ex	Automotive dealers . . . . .	91,582	94,184	94,420	94,835	92,355	91,136	85,094	83,216	84,926	89,388	91,912	94,534
554	Furniture group stores . . . . .	24,556	24,246	24,216	24,176	24,342	24,042	24,421	24,250	25,281	27,750	28,304	24,365
57													
	<b>Nondurable goods, total . . . . .</b>	<b>140,444</b>	<b>142,262</b>	<b>143,661</b>	<b>144,985</b>	<b>143,677</b>	<b>142,309</b>	<b>145,220</b>	<b>146,959</b>	<b>154,632</b>	<b>163,758</b>	<b>165,292</b>	<b>143,679</b>
53	General merchandise group stores . . . . .	53,931	55,511	56,457	57,581	57,026	56,032	56,847	57,816	62,299	67,515	68,832	54,714
531	Dept. stores, (excl. leased depts.) . . . . .	43,641	45,160	46,165	47,084	46,613	45,760	46,340	47,241	50,902	55,537	56,856	45,116
54	Food group stores . . . . .	29,091	28,522	28,810	28,451	28,349	28,399	28,262	28,445	28,999	29,943	30,646	29,694
56	Apparel & accessory stores . . . . .	20,380	21,585	22,075	22,708	22,423	22,247	23,495	24,093	25,444	27,032	26,819	22,128
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>316,245</b>	<b>318,070</b>	<b>317,614</b>	<b>319,742</b>	<b>318,724</b>	<b>319,706</b>	<b>321,626</b>	<b>319,221</b>	<b>322,135</b>	<b>322,136</b>	<b>321,462</b>	<b>323,647</b>
	Total (excl. automotive group) . . . . .	226,841	227,992	227,252	228,665	229,108	229,554	231,025	228,579	230,854	230,421	230,364	232,135
	<b>Durable goods, total . . . . .</b>	<b>168,760</b>	<b>170,192</b>	<b>170,375</b>	<b>171,589</b>	<b>170,795</b>	<b>171,645</b>	<b>173,033</b>	<b>171,696</b>	<b>173,394</b>	<b>174,141</b>	<b>173,448</b>	<b>174,430</b>
52	Building materials group stores . . . . .	23,400	23,534	23,793	24,067	24,236	24,406	24,482	24,531	25,104	25,027	24,997	25,243
55 ex	Automotive dealers . . . . .	89,404	90,078	90,362	91,077	89,616	90,152	90,601	90,642	91,281	91,715	91,098	91,512
554	Furniture group stores . . . . .	25,473	25,362	25,199	25,001	25,173	25,044	25,652	24,644	24,473	24,733	24,720	24,561
57													
	<b>Nondurable goods, total . . . . .</b>	<b>147,485</b>	<b>147,878</b>	<b>147,239</b>	<b>148,153</b>	<b>147,929</b>	<b>148,061</b>	<b>148,593</b>	<b>147,525</b>	<b>148,741</b>	<b>147,995</b>	<b>148,014</b>	<b>149,217</b>
53	General merchandise group stores . . . . .	58,663	58,996	58,455	59,131	58,990	58,975	58,881	58,272	58,636	58,336	58,419	58,914
531	Dept. stores, (excl. leased depts.) . . . . .	47,539	47,890	47,790	48,242	48,154	48,219	48,071	47,622	47,975	48,001	48,183	48,616
54	Food group stores . . . . .	28,875	28,826	28,942	28,799	28,861	28,883	28,838	29,158	29,229	29,074	29,171	28,929
56	Apparel & accessory stores . . . . .	22,771	22,938	22,572	23,101	23,260	23,418	23,542	23,346	23,802	23,754	23,505	24,237
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.64</b>	<b>1.69</b>	<b>1.49</b>	<b>1.55</b>	<b>1.43</b>	<b>1.47</b>	<b>1.43</b>	<b>1.40</b>	<b>1.55</b>	<b>1.57</b>	<b>1.61</b>	<b>1.23</b>
	Total (excl. automotive group) . . . . .	1.53	1.60	1.42	1.47	1.36	1.40	1.40	1.37	1.53	1.54	1.51	1.07
	<b>Durable goods, total . . . . .</b>	<b>2.22</b>	<b>2.24</b>	<b>1.96</b>	<b>1.98</b>	<b>1.87</b>	<b>1.87</b>	<b>1.79</b>	<b>1.77</b>	<b>1.91</b>	<b>1.99</b>	<b>2.17</b>	<b>1.77</b>
52	Building materials group stores . . . . .	2.46	2.52	2.12	1.86	1.70	1.75	1.73	1.84	1.83	1.82	2.09	2.07
55 ex	Automotive dealers . . . . .	1.99	1.97	1.71	1.76	1.66	1.65	1.52	1.49	1.62	1.69	1.99	1.96
554	Furniture group stores . . . . .	2.28	2.35	2.13	2.19	2.09	2.11	2.06	1.95	2.12	2.26	2.07	1.36
57													
	<b>Nondurable goods, total . . . . .</b>	<b>1.25</b>	<b>1.31</b>	<b>1.16</b>	<b>1.22</b>	<b>1.12</b>	<b>1.16</b>	<b>1.16</b>	<b>1.14</b>	<b>1.28</b>	<b>1.28</b>	<b>1.25</b>	<b>.90</b>
53	General merchandise group stores . . . . .	2.59	2.59	2.21	2.37	2.09	2.14	2.21	2.07	2.52	2.43	2.09	1.17
531	Dept. stores, (excl. leased depts.) . . . . .	2.72	2.72	2.30	2.47	2.18	2.23	2.32	2.14	2.62	2.55	2.16	1.19
54	Food group stores . . . . .	.83	.89	.80	.83	.76	.81	.76	.77	.83	.83	.85	.77
56	Apparel & accessory stores . . . . .	2.91	2.97	2.34	2.62	2.31	2.44	2.55	2.22	2.71	2.71	2.41	1.38
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.50</b>	<b>1.49</b>	<b>1.49</b>	<b>1.51</b>	<b>1.51</b>	<b>1.50</b>	<b>1.50</b>	<b>1.48</b>	<b>1.49</b>	<b>1.50</b>	<b>1.49</b>	<b>1.49</b>
	Total (excl. automotive group) . . . . .	1.42	1.42	1.41	1.43	1.43	1.43	1.42	1.41	1.42	1.41	1.41	1.42
	<b>Durable goods, total . . . . .</b>	<b>1.95</b>	<b>1.91</b>	<b>1.93</b>	<b>1.98</b>	<b>1.98</b>	<b>1.97</b>	<b>1.96</b>	<b>1.92</b>	<b>1.96</b>	<b>1.97</b>	<b>1.94</b>	<b>1.92</b>
52	Building materials group stores . . . . .	1.93	1.90	1.89	1.91	1.94	1.94	1.94	1.97	1.99	1.97	1.97	1.97
55 ex	Automotive dealers . . . . .	1.74	1.69	1.72	1.78	1.77	1.75	1.73	1.70	1.74	1.77	1.74	1.70
554	Furniture group stores . . . . .	2.18	2.13	2.11	2.07	2.08	2.06	2.08	1.98	2.00	2.00	1.97	1.93
57													
	<b>Nondurable goods, total . . . . .</b>	<b>1.18</b>	<b>1.18</b>	<b>1.17</b>	<b>1.19</b>	<b>1.18</b>	<b>1.18</b>	<b>1.17</b>	<b>1.17</b>	<b>1.17</b>	<b>1.17</b>	<b>1.17</b>	<b>1.18</b>
53	General merchandise group stores . . . . .	2.15	2.16	2.14	2.17	2.16	2.14	2.12	2.09	2.11	2.08	2.08	2.10
531	Dept. stores, (excl. leased depts.) . . . . .	2.22	2.24	2.23	2.25	2.24	2.23	2.20	2.17	2.19	2.17	2.17	2.19
54	Food group stores . . . . .	.81	.81	.80	.81	.81	.82	.80	.81	.81	.81	.81	.80
56	Apparel & accessory stores . . . . .	2.34	2.36	2.33	2.41	2.39	2.37	2.36	2.32	2.42	2.41	2.37	2.45

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1996											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>299,878</b>	<b>304,177</b>	<b>306,009</b>	<b>307,739</b>	<b>306,866</b>	<b>303,368</b>	<b>302,870</b>	<b>305,633</b>	<b>315,876</b>	<b>336,498</b>	<b>340,554</b>	<b>311,702</b>
	Total (excl. automotive group) . . . . .	210,380	213,208	216,974	219,348	218,243	215,694	220,205	223,723	232,041	248,410	250,539	218,971
	<b>Durable goods, total</b> . . . . .	<b>162,953</b>	<b>165,456</b>	<b>165,309</b>	<b>166,480</b>	<b>166,582</b>	<b>164,635</b>	<b>160,212</b>	<b>160,208</b>	<b>164,232</b>	<b>174,277</b>	<b>176,348</b>	<b>169,514</b>
52	Building materials group stores . . . . .	21,734	22,367	23,418	23,689	23,726	23,559	23,175	22,608	22,561	22,868	22,774	22,668
55 ex	Automotive dealers . . . . .	89,498	90,969	89,035	88,391	88,623	87,674	82,665	81,910	83,835	88,088	90,015	92,731
554	Furniture group stores . . . . .	23,707	23,876	24,125	24,778	24,783	24,348	24,595	25,276	26,511	28,890	28,881	24,992
57													
	<b>Nondurable goods, total</b> . . . . .	<b>136,925</b>	<b>138,721</b>	<b>140,700</b>	<b>141,259</b>	<b>140,284</b>	<b>138,733</b>	<b>142,658</b>	<b>145,425</b>	<b>151,644</b>	<b>162,221</b>	<b>164,206</b>	<b>142,188</b>
53	General merchandise group stores . . . . .	53,790	54,937	56,420	56,871	56,495	55,679	57,160	59,107	63,106	68,832	70,150	55,003
531	Dept. stores, (excl. leased depts.) . . . . .	42,811	44,099	45,312	45,712	45,372	44,655	45,799	47,559	50,669	55,348	56,722	44,376
54	Food group stores . . . . .	28,093	27,716	27,891	27,967	27,800	27,658	27,838	27,729	28,283	29,624	30,330	29,714
56	Apparel & accessory stores . . . . .	20,214	21,288	22,155	21,705	21,207	21,014	22,274	23,038	23,710	25,482	25,907	20,731
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>308,356</b>	<b>308,804</b>	<b>307,068</b>	<b>307,714</b>	<b>308,839</b>	<b>309,189</b>	<b>312,972</b>	<b>314,205</b>	<b>314,794</b>	<b>316,912</b>	<b>315,474</b>	<b>316,476</b>
	Total (excl. automotive group) . . . . .	220,854	221,663	221,961	222,899	222,838	222,611	225,010	224,868	224,652	226,440	226,179	226,720
	<b>Durable goods, total</b> . . . . .	<b>164,368</b>	<b>164,451</b>	<b>163,047</b>	<b>163,470</b>	<b>164,455</b>	<b>164,906</b>	<b>166,992</b>	<b>168,145</b>	<b>168,949</b>	<b>170,310</b>	<b>168,468</b>	<b>168,891</b>
52	Building materials group stores . . . . .	22,452	22,547	22,714	22,712	22,748	23,074	23,175	22,952	22,998	23,029	23,239	23,490
55 ex	Automotive dealers . . . . .	87,502	87,141	85,107	84,815	86,001	86,578	87,962	89,337	90,142	90,472	89,295	89,756
554	Furniture group stores . . . . .	24,516	25,001	25,078	25,624	25,655	25,363	25,808	25,713	25,689	25,818	25,246	25,118
57													
	<b>Nondurable goods, total</b> . . . . .	<b>143,988</b>	<b>144,353</b>	<b>144,021</b>	<b>144,244</b>	<b>144,384</b>	<b>144,283</b>	<b>145,980</b>	<b>146,060</b>	<b>145,845</b>	<b>146,602</b>	<b>147,006</b>	<b>147,585</b>
53	General merchandise group stores . . . . .	58,492	58,419	58,309	58,340	58,386	58,598	59,209	59,620	59,401	59,493	59,577	59,209
531	Dept. stores, (excl. leased depts.) . . . . .	46,584	46,765	46,810	46,788	46,824	47,055	47,509	47,991	47,756	47,879	48,110	47,819
54	Food group stores . . . . .	27,912	28,037	27,993	28,278	28,298	28,101	28,401	28,422	28,506	28,787	28,897	28,954
56	Apparel & accessory stores . . . . .	22,585	22,599	22,653	22,080	21,999	22,120	22,296	22,324	22,180	22,412	22,725	22,706
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.72</b>	<b>1.68</b>	<b>1.52</b>	<b>1.54</b>	<b>1.43</b>	<b>1.47</b>	<b>1.47</b>	<b>1.43</b>	<b>1.60</b>	<b>1.61</b>	<b>1.61</b>	<b>1.27</b>
	Total (excl. automotive group) . . . . .	1.60	1.59	1.47	1.48	1.37	1.41	1.43	1.39	1.56	1.58	1.51	1.08
	<b>Durable goods, total</b> . . . . .	<b>2.33</b>	<b>2.22</b>	<b>1.97</b>	<b>1.97</b>	<b>1.82</b>	<b>1.88</b>	<b>1.83</b>	<b>1.81</b>	<b>2.01</b>	<b>2.02</b>	<b>2.15</b>	<b>1.86</b>
52	Building materials group stores . . . . .	2.60	2.62	2.30	1.90	1.70	1.75	1.75	1.76	1.86	1.78	2.00	2.10
55 ex	Automotive dealers . . . . .	2.09	1.92	1.67	1.71	1.59	1.67	1.57	1.54	1.71	1.70	1.96	2.11
554	Furniture group stores . . . . .	2.31	2.39	2.20	2.36	2.26	2.24	2.23	2.16	2.39	2.49	2.25	1.55
57													
	<b>Nondurable goods, total</b> . . . . .	<b>1.31</b>	<b>1.30</b>	<b>1.20</b>	<b>1.22</b>	<b>1.14</b>	<b>1.17</b>	<b>1.20</b>	<b>1.16</b>	<b>1.31</b>	<b>1.32</b>	<b>1.27</b>	<b>.92</b>
53	General merchandise group stores . . . . .	2.88	2.67	2.41	2.42	2.18	2.23	2.41	2.23	2.65	2.64	2.25	1.22
531	Dept. stores, (excl. leased depts.) . . . . .	3.00	2.78	2.50	2.50	2.26	2.32	2.50	2.30	2.72	2.74	2.30	1.23
54	Food group stores . . . . .	.84	.86	.80	.83	.77	.79	.77	.76	.83	.84	.85	.79
56	Apparel & accessory stores . . . . .	3.08	2.86	2.48	2.39	2.23	2.34	2.56	2.19	2.59	2.64	2.38	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.55</b>	<b>1.53</b>	<b>1.52</b>	<b>1.51</b>	<b>1.50</b>	<b>1.51</b>	<b>1.53</b>	<b>1.54</b>	<b>1.53</b>	<b>1.52</b>	<b>1.52</b>	<b>1.52</b>
	Total (excl. automotive group) . . . . .	1.47	1.47	1.46	1.44	1.43	1.44	1.45	1.45	1.44	1.44	1.44	1.43
	<b>Durable goods, total</b> . . . . .	<b>2.03</b>	<b>1.98</b>	<b>1.95</b>	<b>1.97</b>	<b>1.94</b>	<b>1.97</b>	<b>2.00</b>	<b>2.01</b>	<b>2.00</b>	<b>1.99</b>	<b>1.98</b>	<b>1.99</b>
52	Building materials group stores . . . . .	2.06	2.05	2.05	1.98	1.95	1.92	1.94	1.95	1.94	1.94	1.95	1.96
55 ex	Automotive dealers . . . . .	1.81	1.73	1.69	1.73	1.72	1.75	1.78	1.81	1.79	1.78	1.78	1.78
554	Furniture group stores . . . . .	2.21	2.25	2.18	2.23	2.23	2.20	2.25	2.23	2.20	2.22	2.18	2.17
57													
	<b>Nondurable goods, total</b> . . . . .	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.19</b>	<b>1.19</b>	<b>1.20</b>	<b>1.21</b>	<b>1.21</b>	<b>1.20</b>	<b>1.19</b>	<b>1.20</b>	<b>1.19</b>
53	General merchandise group stores . . . . .	2.33	2.30	2.31	2.23	2.24	2.26	2.28	2.28	2.25	2.24	2.25	2.20
531	Dept. stores, (excl. leased depts.) . . . . .	2.38	2.36	2.39	2.29	2.30	2.33	2.35	2.35	2.32	2.31	2.32	2.26
54	Food group stores . . . . .	.81	.81	.81	.81	.81	.81	.81	.81	.81	.81	.82	.81
56	Apparel & accessory stores . . . . .	2.42	2.35	2.41	2.27	2.28	2.31	2.34	2.35	2.29	2.32	2.40	2.38

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.



**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1995											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>287,583</b>	<b>292,637</b>	<b>299,847</b>	<b>303,028</b>	<b>302,236</b>	<b>298,928</b>	<b>293,677</b>	<b>297,850</b>	<b>306,812</b>	<b>326,631</b>	<b>334,551</b>	<b>302,559</b>
	Total (excl. automotive group) . . . . .	204,269	206,642	210,861	213,110	212,908	211,687	213,600	219,898	228,189	242,856	246,271	213,081
	<b>Durable goods, total . . . . .</b>	<b>153,645</b>	<b>156,689</b>	<b>161,076</b>	<b>163,822</b>	<b>163,454</b>	<b>160,957</b>	<b>153,748</b>	<b>154,154</b>	<b>157,329</b>	<b>166,702</b>	<b>173,037</b>	<b>164,228</b>
52	Building materials group stores . . . . .	20,683	21,022	22,007	22,504	22,514	21,970	21,719	21,788	21,971	22,354	22,067	21,670
55 ex 554	Automotive dealers . . . . .	83,314	85,995	88,986	89,918	89,328	87,241	80,077	77,952	78,623	83,775	88,280	89,478
57	Furniture group stores . . . . .	22,445	22,169	22,605	22,836	22,817	23,082	22,823	24,031	25,398	27,241	28,521	24,642
	<b>Nondurable goods, total . . . . .</b>	<b>133,938</b>	<b>135,948</b>	<b>138,771</b>	<b>139,206</b>	<b>138,782</b>	<b>137,971</b>	<b>139,929</b>	<b>143,696</b>	<b>149,483</b>	<b>159,929</b>	<b>161,514</b>	<b>138,331</b>
53	General merchandise group stores . . . . .	51,495	53,385	54,769	55,060	55,008	54,553	55,387	57,153	61,053	67,093	68,734	54,145
531	Dept. stores, (excl. leased depts.) . . . . .	40,632	42,298	43,066	43,369	43,466	43,051	43,823	45,300	48,496	53,364	54,775	43,109
54	Food group stores . . . . .	27,284	26,888	27,055	26,943	26,844	26,956	27,032	27,047	27,533	28,560	29,085	28,690
56	Apparel & accessory stores . . . . .	20,798	21,981	23,066	23,315	22,899	22,270	23,193	24,136	24,795	26,384	26,224	20,652
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>296,010</b>	<b>297,578</b>	<b>300,399</b>	<b>302,724</b>	<b>303,908</b>	<b>304,562</b>	<b>303,049</b>	<b>305,910</b>	<b>305,722</b>	<b>307,895</b>	<b>310,136</b>	<b>307,114</b>
	Total (excl. automotive group) . . . . .	214,333	214,908	215,376	216,390	217,382	218,480	218,048	220,935	221,093	221,608	222,568	220,625
	<b>Durable goods, total . . . . .</b>	<b>155,122</b>	<b>155,987</b>	<b>158,525</b>	<b>160,764</b>	<b>161,103</b>	<b>161,078</b>	<b>160,007</b>	<b>161,655</b>	<b>161,890</b>	<b>163,326</b>	<b>165,445</b>	<b>163,421</b>
52	Building materials group stores . . . . .	21,367	21,128	21,304	21,597	21,544	21,518	21,719	22,097	22,442	22,557	22,540	22,456
55 ex 554	Automotive dealers . . . . .	81,677	82,670	85,023	86,334	86,526	86,082	85,001	84,975	84,629	86,287	87,568	86,489
57	Furniture group stores . . . . .	23,139	23,238	23,425	23,567	23,620	24,019	23,923	24,471	24,658	24,453	25,018	24,667
	<b>Nondurable goods, total . . . . .</b>	<b>140,888</b>	<b>141,591</b>	<b>141,874</b>	<b>141,960</b>	<b>142,805</b>	<b>143,484</b>	<b>143,042</b>	<b>144,255</b>	<b>143,832</b>	<b>144,569</b>	<b>144,691</b>	<b>143,693</b>
53	General merchandise group stores . . . . .	55,925	56,849	56,500	56,364	56,842	57,443	57,321	57,672	57,520	57,998	58,448	58,333
531	Dept. stores, (excl. leased depts.) . . . . .	44,117	44,902	44,398	44,299	44,857	45,412	45,412	45,711	45,751	46,203	46,538	46,504
54	Food group stores . . . . .	27,131	27,194	27,155	27,217	27,269	27,363	27,549	27,743	27,751	27,746	27,735	27,961
56	Apparel & accessory stores . . . . .	23,264	23,285	23,585	23,694	23,730	23,442	23,193	23,342	23,195	23,266	23,064	22,620
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.73</b>	<b>1.79</b>	<b>1.57</b>	<b>1.62</b>	<b>1.51</b>	<b>1.48</b>	<b>1.52</b>	<b>1.47</b>	<b>1.60</b>	<b>1.69</b>	<b>1.66</b>	<b>1.28</b>
	Total (excl. automotive group) . . . . .	1.60	1.67	1.49	1.52	1.42	1.42	1.47	1.45	1.57	1.66	1.56	1.09
	<b>Durable goods, total . . . . .</b>	<b>2.36</b>	<b>2.42</b>	<b>2.04</b>	<b>2.17</b>	<b>1.95</b>	<b>1.88</b>	<b>1.93</b>	<b>1.82</b>	<b>2.00</b>	<b>2.14</b>	<b>2.22</b>	<b>1.89</b>
52	Building materials group stores . . . . .	2.50	2.61	2.12	2.04	1.75	1.77	1.89	1.83	1.93	1.93	2.06	2.15
55 ex 554	Automotive dealers . . . . .	2.14	2.16	1.79	1.95	1.76	1.65	1.67	1.52	1.68	1.81	2.01	2.14
57	Furniture group stores . . . . .	2.30	2.44	2.22	2.42	2.24	2.22	2.23	2.17	2.35	2.50	2.29	1.55
	<b>Nondurable goods, total . . . . .</b>	<b>1.32</b>	<b>1.38</b>	<b>1.24</b>	<b>1.25</b>	<b>1.19</b>	<b>1.19</b>	<b>1.22</b>	<b>1.21</b>	<b>1.32</b>	<b>1.39</b>	<b>1.31</b>	<b>.92</b>
53	General merchandise group stores . . . . .	2.82	2.90	2.46	2.42	2.30	2.27	2.39	2.32	2.63	2.78	2.29	1.26
531	Dept. stores, (excl. leased depts.) . . . . .	2.95	3.00	2.50	2.47	2.37	2.34	2.45	2.37	2.69	2.85	2.31	1.26
54	Food group stores . . . . .	.84	.88	.80	.81	.78	.78	.77	.78	.82	.86	.86	.76
56	Apparel & accessory stores . . . . .	3.20	3.30	2.69	2.63	2.57	2.53	2.75	2.47	2.67	2.94	2.44	1.35
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.54</b>	<b>1.57</b>	<b>1.57</b>	<b>1.58</b>	<b>1.57</b>	<b>1.56</b>	<b>1.56</b>	<b>1.56</b>	<b>1.56</b>	<b>1.57</b>	<b>1.57</b>	<b>1.54</b>
	Total (excl. automotive group) . . . . .	1.46	1.48	1.48	1.48	1.47	1.48	1.48	1.49	1.48	1.49	1.49	1.46
	<b>Durable goods, total . . . . .</b>	<b>2.02</b>	<b>2.06</b>	<b>2.07</b>	<b>2.10</b>	<b>2.06</b>	<b>2.05</b>	<b>2.04</b>	<b>2.03</b>	<b>2.05</b>	<b>2.05</b>	<b>2.05</b>	<b>2.01</b>
52	Building materials group stores . . . . .	1.94	1.95	1.94	2.02	2.02	2.03	2.02	2.05	2.07	2.05	2.02	1.99
55 ex 554	Automotive dealers . . . . .	1.81	1.86	1.88	1.91	1.87	1.83	1.82	1.78	1.80	1.83	1.83	1.80
57	Furniture group stores . . . . .	2.17	2.21	2.23	2.26	2.21	2.23	2.22	2.22	2.22	2.20	2.22	2.18
	<b>Nondurable goods, total . . . . .</b>	<b>1.22</b>	<b>1.24</b>	<b>1.24</b>	<b>1.23</b>	<b>1.23</b>	<b>1.24</b>	<b>1.23</b>	<b>1.24</b>	<b>1.23</b>	<b>1.24</b>	<b>1.24</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.26	2.37	2.33	2.29	2.30	2.30	2.29	2.32	2.28	2.33	2.32	2.31
531	Dept. stores, (excl. leased depts.) . . . . .	2.31	2.41	2.37	2.33	2.35	2.35	2.33	2.37	2.33	2.38	2.37	2.38
54	Food group stores . . . . .	.80	.81	.81	.81	.80	.81	.81	.82	.82	.81	.81	.81
56	Apparel & accessory stores . . . . .	2.48	2.59	2.57	2.60	2.57	2.54	2.52	2.56	2.46	2.53	2.45	2.41

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1994											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>259,736</b>	<b>264,182</b>	<b>269,714</b>	<b>271,906</b>	<b>274,504</b>	<b>275,367</b>	<b>271,430</b>	<b>277,440</b>	<b>288,810</b>	<b>305,865</b>	<b>312,916</b>	<b>287,813</b>
	Total (excl. automotive group) . . . . .	189,285	192,247	196,640	198,730	200,122	200,995	202,683	207,447	216,326	230,815	233,862	205,618
	<b>Durable goods, total . . . . .</b>	<b>133,902</b>	<b>136,295</b>	<b>138,523</b>	<b>139,946</b>	<b>142,118</b>	<b>142,599</b>	<b>137,384</b>	<b>140,101</b>	<b>144,613</b>	<b>152,046</b>	<b>157,484</b>	<b>152,891</b>
52	Building materials group stores . . . . .	18,596	19,437	20,228	20,592	20,997	20,626	20,346	20,402	20,089	20,463	20,560	20,403
55 ex 554	Automotive dealers . . . . .	70,451	71,935	73,074	73,176	74,382	74,372	68,747	69,993	72,484	75,050	79,054	82,195
57	Furniture group stores . . . . .	19,998	19,657	19,549	20,214	20,516	20,728	20,569	21,464	22,982	25,417	26,277	23,226
	<b>Nondurable goods, total . . . . .</b>	<b>125,834</b>	<b>127,887</b>	<b>131,191</b>	<b>131,960</b>	<b>132,386</b>	<b>132,768</b>	<b>134,046</b>	<b>137,339</b>	<b>144,197</b>	<b>153,819</b>	<b>155,432</b>	<b>134,922</b>
53	General merchandise group stores . . . . .	46,771	48,441	50,285	51,135	51,783	51,756	51,734	53,444	57,695	63,015	64,370	51,302
531	Dept. stores, (excl. leased depts.) . . . . .	36,758	38,230	39,538	40,363	40,862	40,781	40,922	42,288	45,686	49,760	50,818	40,506
54	Food group stores . . . . .	26,399	25,966	26,408	26,133	26,063	26,351	26,315	26,138	26,726	27,733	28,258	27,729
56	Apparel & accessory stores . . . . .	19,826	20,869	21,653	22,006	21,711	21,581	22,651	23,562	24,567	26,177	26,166	21,220
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>267,570</b>	<b>269,154</b>	<b>270,343</b>	<b>271,916</b>	<b>276,336</b>	<b>280,620</b>	<b>279,362</b>	<b>284,604</b>	<b>287,910</b>	<b>288,472</b>	<b>290,169</b>	<b>292,062</b>
	Total (excl. automotive group) . . . . .	198,312	199,744	200,468	201,577	204,267	207,282	206,743	208,384	209,825	211,117	211,893	212,698
	<b>Durable goods, total . . . . .</b>	<b>135,361</b>	<b>136,052</b>	<b>136,494</b>	<b>137,595</b>	<b>140,144</b>	<b>142,632</b>	<b>142,404</b>	<b>146,783</b>	<b>148,976</b>	<b>149,131</b>	<b>150,600</b>	<b>152,004</b>
52	Building materials group stores . . . . .	19,191	19,476	19,563	19,781	20,074	20,202	20,346	20,671	20,541	20,712	21,044	21,165
55 ex 554	Automotive dealers . . . . .	69,258	69,410	69,875	70,339	72,069	73,338	72,619	76,220	78,085	77,355	78,276	79,364
57	Furniture group stores . . . . .	20,553	20,626	20,174	20,818	21,216	21,502	21,493	21,902	22,356	22,981	23,172	23,133
	<b>Nondurable goods, total . . . . .</b>	<b>132,209</b>	<b>133,102</b>	<b>133,849</b>	<b>134,321</b>	<b>136,192</b>	<b>137,988</b>	<b>136,958</b>	<b>137,821</b>	<b>138,934</b>	<b>139,341</b>	<b>139,569</b>	<b>140,058</b>
53	General merchandise group stores . . . . .	50,743	51,568	51,695	52,185	53,521	54,555	53,541	53,918	54,446	54,535	54,859	55,267
531	Dept. stores, (excl. leased depts.) . . . . .	39,824	40,541	40,593	41,103	42,169	43,063	42,406	42,672	43,181	43,157	43,286	43,696
54	Food group stores . . . . .	26,273	26,253	26,512	26,379	26,419	26,673	26,786	26,838	26,977	26,969	26,999	27,047
56	Apparel & accessory stores . . . . .	22,177	22,060	22,140	22,318	22,475	22,693	22,628	22,721	22,981	23,165	23,094	23,217
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.68</b>	<b>1.70</b>	<b>1.47</b>	<b>1.50</b>	<b>1.47</b>	<b>1.45</b>	<b>1.47</b>	<b>1.44</b>	<b>1.56</b>	<b>1.62</b>	<b>1.62</b>	<b>1.24</b>
	Total (excl. automotive group) . . . . .	1.58	1.63	1.44	1.47	1.42	1.42	1.44	1.41	1.54	1.60	1.54	1.08
	<b>Durable goods, total . . . . .</b>	<b>2.31</b>	<b>2.26</b>	<b>1.87</b>	<b>1.89</b>	<b>1.87</b>	<b>1.82</b>	<b>1.86</b>	<b>1.79</b>	<b>1.92</b>	<b>2.03</b>	<b>2.12</b>	<b>1.81</b>
52	Building materials group stores . . . . .	2.55	2.71	2.09	1.88	1.72	1.73	1.84	1.74	1.76	1.84	1.96	2.05
55 ex 554	Automotive dealers . . . . .	2.00	1.90	1.55	1.59	1.64	1.56	1.56	1.51	1.62	1.69	1.89	2.01
57	Furniture group stores . . . . .	2.43	2.42	2.10	2.26	2.23	2.16	2.15	2.11	2.31	2.47	2.26	1.52
	<b>Nondurable goods, total . . . . .</b>	<b>1.30</b>	<b>1.34</b>	<b>1.19</b>	<b>1.23</b>	<b>1.20</b>	<b>1.20</b>	<b>1.20</b>	<b>1.20</b>	<b>1.31</b>	<b>1.35</b>	<b>1.30</b>	<b>.92</b>
53	General merchandise group stores . . . . .	2.76	2.76	2.34	2.41	2.33	2.31	2.40	2.30	2.65	2.65	2.27	1.22
531	Dept. stores, (excl. leased depts.) . . . . .	2.90	2.89	2.40	2.49	2.41	2.39	2.48	2.36	2.73	2.72	2.29	1.22
54	Food group stores . . . . .	.84	.88	.80	.81	.78	.78	.77	.77	.81	.84	.85	.75
56	Apparel & accessory stores . . . . .	3.14	3.14	2.46	2.55	2.54	2.52	2.68	2.42	2.77	2.81	2.49	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.50</b>	<b>1.49</b>	<b>1.47</b>	<b>1.48</b>	<b>1.51</b>	<b>1.52</b>	<b>1.51</b>	<b>1.52</b>	<b>1.53</b>	<b>1.51</b>	<b>1.52</b>	<b>1.53</b>
	Total (excl. automotive group) . . . . .	1.45	1.44	1.43	1.44	1.45	1.46	1.45	1.45	1.45	1.45	1.46	1.46
	<b>Durable goods, total . . . . .</b>	<b>1.96</b>	<b>1.93</b>	<b>1.89</b>	<b>1.89</b>	<b>1.95</b>	<b>1.96</b>	<b>1.97</b>	<b>1.98</b>	<b>1.99</b>	<b>1.93</b>	<b>1.96</b>	<b>1.98</b>
52	Building materials group stores . . . . .	1.96	2.03	1.93	1.93	1.95	1.96	1.97	1.94	1.91	1.92	1.94	1.96
55 ex 554	Automotive dealers . . . . .	1.67	1.64	1.61	1.61	1.70	1.71	1.72	1.75	1.78	1.69	1.71	1.74
57	Furniture group stores . . . . .	2.29	2.19	2.11	2.16	2.17	2.16	2.15	2.15	2.17	2.19	2.19	2.17
	<b>Nondurable goods, total . . . . .</b>	<b>1.21</b>	<b>1.20</b>	<b>1.20</b>	<b>1.21</b>	<b>1.23</b>	<b>1.23</b>	<b>1.22</b>	<b>1.22</b>	<b>1.23</b>	<b>1.22</b>	<b>1.22</b>	<b>1.23</b>
53	General merchandise group stores . . . . .	2.24	2.24	2.22	2.25	2.32	2.33	2.29	2.28	2.29	2.27	2.28	2.29
531	Dept. stores, (excl. leased depts.) . . . . .	2.30	2.30	2.27	2.32	2.38	2.40	2.35	2.33	2.36	2.33	2.32	2.34
54	Food group stores . . . . .	.81	.80	.81	.81	.80	.81	.81	.80	.81	.81	.80	.81
56	Apparel & accessory stores . . . . .	2.50	2.44	2.43	2.47	2.50	2.51	2.47	2.46	2.53	2.48	2.46	2.50

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1993											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>246,415</b>	<b>251,548</b>	<b>259,420</b>	<b>260,501</b>	<b>258,685</b>	<b>256,365</b>	<b>254,397</b>	<b>254,494</b>	<b>263,279</b>	<b>279,723</b>	<b>287,320</b>	<b>264,266</b>
	Total (excl. automotive group) . . . . .	180,887	183,418	189,114	190,575	189,507	188,015	191,208	193,662	201,678	214,396	217,869	192,302
	<b>Durable goods, total</b> . . . . .	<b>122,463</b>	<b>125,727</b>	<b>129,476</b>	<b>129,712</b>	<b>129,641</b>	<b>128,645</b>	<b>124,003</b>	<b>121,868</b>	<b>124,957</b>	<b>132,747</b>	<b>138,383</b>	<b>135,430</b>
52	Building materials group stores . . . . .	17,036	17,753	18,435	18,468	18,702	18,362	18,068	17,798	17,756	18,182	18,205	18,157
55 ex 554	Automotive dealers . . . . .	65,528	68,130	70,306	69,926	69,178	68,350	63,189	60,832	61,601	65,327	69,451	71,964
57	Furniture group stores . . . . .	17,445	16,945	17,516	17,649	17,710	18,088	18,359	18,769	19,844	21,220	22,262	20,457
	<b>Nondurable goods, total</b> . . . . .	<b>123,952</b>	<b>125,821</b>	<b>129,944</b>	<b>130,789</b>	<b>129,044</b>	<b>127,720</b>	<b>130,394</b>	<b>132,626</b>	<b>138,322</b>	<b>146,976</b>	<b>148,937</b>	<b>128,836</b>
53	General merchandise group stores . . . . .	45,769	47,213	50,084	50,841	50,065	48,809	49,875	51,368	54,997	60,137	61,518	48,497
531	Dept. stores, (excl. leased depts.) . . . . .	35,934	37,210	39,406	39,792	39,452	38,356	39,188	40,400	43,153	46,958	48,085	38,044
54	Food group stores . . . . .	25,840	25,542	25,882	25,974	25,738	25,764	25,521	25,305	25,800	26,819	27,249	26,782
56	Apparel & accessory stores . . . . .	20,185	21,232	21,977	22,146	21,725	21,470	22,843	23,492	24,291	25,353	25,358	20,451
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>254,117</b>	<b>256,589</b>	<b>259,885</b>	<b>260,496</b>	<b>260,429</b>	<b>261,197</b>	<b>261,069</b>	<b>260,455</b>	<b>262,066</b>	<b>263,764</b>	<b>266,600</b>	<b>268,409</b>
	Total (excl. automotive group) . . . . .	189,521	190,544	192,493	192,984	193,330	193,784	194,834	194,439	195,820	196,451	197,954	198,935
	<b>Durable goods, total</b> . . . . .	<b>123,806</b>	<b>125,621</b>	<b>127,501</b>	<b>127,741</b>	<b>127,811</b>	<b>128,536</b>	<b>127,986</b>	<b>127,453</b>	<b>128,579</b>	<b>130,427</b>	<b>132,540</b>	<b>134,600</b>
52	Building materials group stores . . . . .	17,563	17,735	17,794	17,758	17,862	17,967	18,068	18,014	18,155	18,478	18,691	18,835
55 ex 554	Automotive dealers . . . . .	64,596	66,045	67,392	67,512	67,099	67,413	66,235	66,016	66,246	67,313	68,646	69,474
57	Furniture group stores . . . . .	17,911	17,762	18,002	18,120	18,258	18,725	19,124	19,172	19,341	19,326	19,788	20,295
	<b>Nondurable goods, total</b> . . . . .	<b>130,311</b>	<b>130,968</b>	<b>132,384</b>	<b>132,755</b>	<b>132,618</b>	<b>132,661</b>	<b>133,083</b>	<b>133,002</b>	<b>133,487</b>	<b>133,337</b>	<b>134,060</b>	<b>133,809</b>
53	General merchandise group stores . . . . .	49,639	50,261	51,312	51,648	51,758	51,491	51,551	51,831	51,993	52,065	52,609	52,357
531	Dept. stores, (excl. leased depts.) . . . . .	38,890	39,459	40,292	40,316	40,714	40,545	40,567	40,808	40,903	40,762	41,098	41,129
54	Food group stores . . . . .	25,760	25,843	26,007	26,188	26,006	26,029	25,951	25,960	26,087	26,107	26,090	26,166
56	Apparel & accessory stores . . . . .	22,578	22,397	22,494	22,438	22,443	22,553	22,775	22,588	22,723	22,516	22,500	22,375
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.67</b>	<b>1.74</b>	<b>1.58</b>	<b>1.53</b>	<b>1.47</b>	<b>1.47</b>	<b>1.44</b>	<b>1.44</b>	<b>1.55</b>	<b>1.59</b>	<b>1.59</b>	<b>1.21</b>
	Total (excl. automotive group) . . . . .	1.55	1.63	1.50	1.47	1.40	1.41	1.41	1.42	1.53	1.57	1.53	1.07
	<b>Durable goods, total</b> . . . . .	<b>2.32</b>	<b>2.40</b>	<b>2.10</b>	<b>1.99</b>	<b>1.93</b>	<b>1.85</b>	<b>1.80</b>	<b>1.79</b>	<b>1.90</b>	<b>2.02</b>	<b>2.09</b>	<b>1.76</b>
52	Building materials group stores . . . . .	2.58	2.67	2.24	1.93	1.75	1.74	1.80	1.79	1.82	1.84	1.95	1.94
55 ex 554	Automotive dealers . . . . .	2.11	2.15	1.85	1.76	1.72	1.64	1.52	1.51	1.58	1.68	1.84	1.91
57	Furniture group stores . . . . .	2.22	2.32	2.15	2.21	2.16	2.13	2.09	2.15	2.29	2.39	2.23	1.57
	<b>Nondurable goods, total</b> . . . . .	<b>1.30</b>	<b>1.37</b>	<b>1.27</b>	<b>1.25</b>	<b>1.19</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.32</b>	<b>1.34</b>	<b>1.30</b>	<b>.92</b>
53	General merchandise group stores . . . . .	2.86	2.90	2.64	2.53	2.34	2.39	2.44	2.38	2.69	2.68	2.32	1.23
531	Dept. stores, (excl. leased depts.) . . . . .	3.04	3.10	2.78	2.63	2.46	2.51	2.56	2.45	2.79	2.75	2.36	1.24
54	Food group stores . . . . .	.84	.88	.83	.82	.79	.80	.76	.79	.82	.83	.86	.75
56	Apparel & accessory stores . . . . .	3.05	3.29	2.82	2.52	2.49	2.59	2.70	2.53	2.77	2.80	2.51	1.38
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.50</b>	<b>1.53</b>	<b>1.56</b>	<b>1.53</b>	<b>1.52</b>	<b>1.52</b>	<b>1.51</b>	<b>1.50</b>	<b>1.51</b>	<b>1.49</b>	<b>1.50</b>	<b>1.50</b>
	Total (excl. automotive group) . . . . .	1.43	1.44	1.47	1.45	1.44	1.44	1.45	1.44	1.44	1.44	1.44	1.44
	<b>Durable goods, total</b> . . . . .	<b>1.98</b>	<b>2.06</b>	<b>2.10</b>	<b>2.03</b>	<b>1.99</b>	<b>1.99</b>	<b>1.95</b>	<b>1.94</b>	<b>1.96</b>	<b>1.94</b>	<b>1.92</b>	<b>1.92</b>
52	Building materials group stores . . . . .	1.99	2.00	2.05	2.01	1.95	1.98	1.99	1.95	1.95	1.93	1.94	1.86
55 ex 554	Automotive dealers . . . . .	1.78	1.86	1.91	1.83	1.78	1.79	1.71	1.71	1.72	1.69	1.67	1.67
57	Furniture group stores . . . . .	2.09	2.11	2.14	2.12	2.11	2.13	2.16	2.15	2.15	2.13	2.16	2.20
	<b>Nondurable goods, total</b> . . . . .	<b>1.22</b>	<b>1.22</b>	<b>1.25</b>	<b>1.24</b>	<b>1.23</b>	<b>1.24</b>	<b>1.24</b>	<b>1.23</b>	<b>1.23</b>	<b>1.22</b>	<b>1.23</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.31	2.34	2.44	2.38	2.37	2.36	2.33	2.34	2.33	2.31	2.33	2.32
531	Dept. stores, (excl. leased depts.) . . . . .	2.40	2.45	2.57	2.47	2.48	2.46	2.43	2.43	2.42	2.37	2.40	2.39
54	Food group stores . . . . .	.81	.81	.82	.82	.82	.82	.81	.81	.82	.81	.81	.81
56	Apparel & accessory stores . . . . .	2.46	2.54	2.68	2.51	2.51	2.53	2.55	2.52	2.52	2.49	2.48	2.50

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1992											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>233,647</b>	<b>236,751</b>	<b>241,971</b>	<b>246,082</b>	<b>243,613</b>	<b>242,094</b>	<b>243,573</b>	<b>242,504</b>	<b>248,930</b>	<b>262,811</b>	<b>268,234</b>	<b>248,198</b>
	Total (excl. automotive group) . . . . .	173,209	174,989	179,172	181,981	179,897	179,107	182,939	184,276	190,952	202,408	204,696	181,697
	<b>Durable goods, total</b> . . . . .	<b>115,474</b>	<b>117,031</b>	<b>119,905</b>	<b>122,324</b>	<b>122,054</b>	<b>120,925</b>	<b>118,755</b>	<b>116,394</b>	<b>117,293</b>	<b>122,812</b>	<b>126,621</b>	<b>124,046</b>
52	Building materials group stores . . . . .	16,165	17,019	17,617	18,166	18,119	17,622	17,456	17,182	17,062	17,211	16,882	16,596
55 ex 554	Automotive dealers . . . . .	60,438	61,762	62,799	64,101	63,716	62,987	60,634	58,228	57,978	60,403	63,538	66,501
57	Furniture group stores . . . . .	17,026	16,586	17,275	17,305	17,290	17,090	17,027	17,147	17,762	18,971	19,611	18,077
	<b>Nondurable goods, total</b> . . . . .	<b>118,173</b>	<b>119,720</b>	<b>122,066</b>	<b>123,758</b>	<b>121,559</b>	<b>121,169</b>	<b>124,818</b>	<b>126,110</b>	<b>131,637</b>	<b>139,999</b>	<b>141,613</b>	<b>124,152</b>
53	General merchandise group stores . . . . .	42,159	42,684	44,670	45,935	44,450	44,271	46,073	46,925	50,662	55,450	56,201	44,938
531	Dept. stores, (excl. leased depts.) . . . . .	33,343	33,848	35,506	36,379	35,220	34,884	36,275	36,986	39,611	43,330	43,942	35,104
54	Food group stores . . . . .	25,460	25,149	25,124	25,323	25,398	25,288	25,194	24,748	25,250	26,399	26,855	26,275
56	Apparel & accessory stores . . . . .	18,189	19,538	20,078	20,512	20,163	19,848	21,374	22,344	22,790	24,074	24,462	20,336
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>240,885</b>	<b>241,472</b>	<b>242,394</b>	<b>246,196</b>	<b>245,208</b>	<b>246,433</b>	<b>249,345</b>	<b>248,049</b>	<b>247,951</b>	<b>248,271</b>	<b>249,324</b>	<b>252,091</b>
	Total (excl. automotive group) . . . . .	181,255	181,476	182,047	183,986	183,220	184,238	186,186	184,896	185,722	186,156	186,690	187,957
	<b>Durable goods, total</b> . . . . .	<b>116,801</b>	<b>117,092</b>	<b>118,302</b>	<b>120,838</b>	<b>120,474</b>	<b>120,779</b>	<b>122,083</b>	<b>121,665</b>	<b>120,655</b>	<b>120,801</b>	<b>121,408</b>	<b>123,116</b>
52	Building materials group stores . . . . .	16,665	16,985	16,988	17,484	17,289	17,192	17,456	17,391	17,446	17,562	17,386	17,216
55 ex 554	Automotive dealers . . . . .	59,630	59,996	60,347	62,210	61,988	62,195	63,159	63,153	62,229	62,115	62,634	64,134
57	Furniture group stores . . . . .	17,463	17,331	17,682	17,712	17,752	17,619	17,663	17,497	17,363	17,389	17,604	17,916
	<b>Nondurable goods, total</b> . . . . .	<b>124,084</b>	<b>124,380</b>	<b>124,092</b>	<b>125,358</b>	<b>124,734</b>	<b>125,654</b>	<b>127,262</b>	<b>126,384</b>	<b>127,296</b>	<b>127,470</b>	<b>127,916</b>	<b>128,975</b>
53	General merchandise group stores . . . . .	45,792	45,340	45,595	46,500	45,972	46,715	47,542	47,316	47,962	48,081	48,199	48,588
531	Dept. stores, (excl. leased depts.) . . . . .	36,125	35,818	36,157	36,709	36,347	36,875	37,513	37,397	37,653	37,678	37,622	37,991
54	Food group stores . . . . .	25,407	25,472	25,248	25,530	25,560	25,478	25,593	25,369	25,548	25,729	25,735	25,737
56	Apparel & accessory stores . . . . .	20,368	20,566	20,551	20,761	20,787	20,805	21,289	21,443	21,319	21,475	21,802	22,249
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.65</b>	<b>1.66</b>	<b>1.57</b>	<b>1.56</b>	<b>1.48</b>	<b>1.48</b>	<b>1.48</b>	<b>1.47</b>	<b>1.56</b>	<b>1.56</b>	<b>1.61</b>	<b>1.22</b>
	Total (excl. automotive group) . . . . .	1.54	1.56	1.50	1.48	1.39	1.42	1.43	1.41	1.53	1.53	1.52	1.06
	<b>Durable goods, total</b> . . . . .	<b>2.36</b>	<b>2.31</b>	<b>2.13</b>	<b>2.09</b>	<b>2.02</b>	<b>1.93</b>	<b>1.92</b>	<b>1.96</b>	<b>1.98</b>	<b>2.02</b>	<b>2.24</b>	<b>1.82</b>
52	Building materials group stores . . . . .	2.57	2.63	2.28	2.05	1.85	1.82	1.88	1.95	1.91	1.90	2.16	2.04
55 ex 554	Automotive dealers . . . . .	2.09	2.03	1.84	1.82	1.79	1.68	1.64	1.69	1.66	1.69	2.02	2.08
57	Furniture group stores . . . . .	2.34	2.31	2.29	2.35	2.28	2.19	2.13	2.16	2.28	2.33	2.25	1.55
	<b>Nondurable goods, total</b> . . . . .	<b>1.28</b>	<b>1.31</b>	<b>1.25</b>	<b>1.24</b>	<b>1.16</b>	<b>1.20</b>	<b>1.21</b>	<b>1.19</b>	<b>1.31</b>	<b>1.30</b>	<b>1.29</b>	<b>.92</b>
53	General merchandise group stores . . . . .	2.83	2.69	2.51	2.46	2.23	2.37	2.50	2.30	2.72	2.66	2.25	1.21
531	Dept. stores, (excl. leased depts.) . . . . .	3.08	2.86	2.62	2.57	2.34	2.48	2.63	2.38	2.82	2.75	2.30	1.22
54	Food group stores . . . . .	.84	.86	.83	.82	.79	.81	.77	.77	.82	.83	.87	.77
56	Apparel & accessory stores . . . . .	3.00	3.03	2.68	2.45	2.42	2.47	2.66	2.39	2.69	2.66	2.51	1.38
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.52</b>	<b>1.51</b>	<b>1.53</b>	<b>1.55</b>	<b>1.53</b>	<b>1.53</b>	<b>1.54</b>	<b>1.53</b>	<b>1.51</b>	<b>1.49</b>	<b>1.50</b>	<b>1.50</b>
	Total (excl. automotive group) . . . . .	1.44	1.43	1.44	1.46	1.44	1.45	1.46	1.44	1.44	1.42	1.43	1.42
	<b>Durable goods, total</b> . . . . .	<b>2.08</b>	<b>2.04</b>	<b>2.08</b>	<b>2.12</b>	<b>2.10</b>	<b>2.08</b>	<b>2.09</b>	<b>2.09</b>	<b>2.03</b>	<b>1.99</b>	<b>2.01</b>	<b>2.00</b>
52	Building materials group stores . . . . .	2.05	2.01	2.04	2.12	2.07	2.08	2.09	2.09	2.05	2.05	2.07	1.96
55 ex 554	Automotive dealers . . . . .	1.85	1.81	1.85	1.89	1.87	1.84	1.87	1.89	1.80	1.75	1.77	1.80
57	Furniture group stores . . . . .	2.23	2.20	2.25	2.25	2.26	2.20	2.19	2.17	2.14	2.13	2.14	2.13
	<b>Nondurable goods, total</b> . . . . .	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.23</b>	<b>1.23</b>	<b>1.21</b>	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.21</b>
53	General merchandise group stores . . . . .	2.28	2.23	2.29	2.32	2.28	2.32	2.35	2.30	2.30	2.30	2.29	2.30
531	Dept. stores, (excl. leased depts.) . . . . .	2.42	2.32	2.40	2.42	2.37	2.42	2.46	2.41	2.39	2.38	2.37	2.36
54	Food group stores . . . . .	.82	.82	.81	.82	.82	.82	.82	.81	.81	.81	.81	.81
56	Apparel & accessory stores . . . . .	2.47	2.45	2.47	2.46	2.45	2.40	2.46	2.43	2.41	2.43	2.46	2.47

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1991											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>235,187</b>	<b>235,783</b>	<b>235,151</b>	<b>235,681</b>	<b>234,706</b>	<b>231,666</b>	<b>231,599</b>	<b>232,756</b>	<b>240,556</b>	<b>254,608</b>	<b>258,609</b>	<b>239,478</b>
	Total (excl. automotive group) . . . . .	170,218	171,644	173,788	175,090	174,116	172,729	174,666	177,779	184,166	194,666	196,683	176,344
	<b>Durable goods, total . . . . .</b>	<b>121,234</b>	<b>120,328</b>	<b>117,815</b>	<b>117,829</b>	<b>117,974</b>	<b>115,812</b>	<b>113,629</b>	<b>112,168</b>	<b>115,497</b>	<b>120,924</b>	<b>123,344</b>	<b>119,977</b>
52	Building materials group stores . . . . .	16,414	16,706	17,246	16,976	17,119	16,906	16,439	16,355	16,202	16,055	16,114	16,099
55 ex 554	Automotive dealers . . . . .	64,969	64,139	61,363	60,591	60,590	58,937	56,933	54,977	56,390	59,942	61,926	63,134
57	Furniture group stores . . . . .	17,235	17,029	17,061	17,561	17,492	17,369	17,275	17,337	18,173	19,298	19,416	17,737
	<b>Nondurable goods, total . . . . .</b>	<b>113,953</b>	<b>115,455</b>	<b>117,336</b>	<b>117,852</b>	<b>116,732</b>	<b>115,854</b>	<b>117,970</b>	<b>120,588</b>	<b>125,059</b>	<b>133,684</b>	<b>135,265</b>	<b>119,501</b>
53	General merchandise group stores . . . . .	39,316	40,788	42,155	42,544	41,626	41,164	42,457	43,668	46,558	51,330	51,898	42,168
531	Dept. stores, (excl. leased depts.) . . . . .	31,051	31,954	33,225	33,641	32,808	32,246	33,166	34,058	36,424	40,422	41,028	33,257
54	Food group stores . . . . .	25,331	24,877	25,205	25,071	25,320	25,344	25,077	24,885	25,091	26,154	26,702	26,045
56	Apparel & accessory stores . . . . .	17,648	18,833	19,267	19,502	19,218	19,035	19,684	20,644	21,409	22,205	22,372	18,500
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>242,212</b>	<b>240,300</b>	<b>235,601</b>	<b>235,857</b>	<b>236,179</b>	<b>235,530</b>	<b>236,376</b>	<b>237,695</b>	<b>239,690</b>	<b>241,155</b>	<b>241,025</b>	<b>243,256</b>
	Total (excl. automotive group) . . . . .	178,167	177,927	176,408	176,786	177,106	177,371	177,521	178,220	179,309	179,646	180,090	182,429
	<b>Durable goods, total . . . . .</b>	<b>122,442</b>	<b>120,439</b>	<b>116,430</b>	<b>116,714</b>	<b>116,570</b>	<b>115,588</b>	<b>116,268</b>	<b>116,956</b>	<b>118,557</b>	<b>119,002</b>	<b>118,344</b>	<b>119,100</b>
52	Building materials group stores . . . . .	16,939	16,673	16,615	16,339	16,351	16,446	16,423	16,537	16,550	16,450	16,630	16,718
55 ex 554	Automotive dealers . . . . .	64,045	62,373	59,193	59,071	59,073	58,159	58,855	59,475	60,381	61,509	60,935	60,827
57	Furniture group stores . . . . .	17,677	17,757	17,409	17,901	17,885	17,851	17,846	17,655	17,799	17,786	17,603	17,614
	<b>Nondurable goods, total . . . . .</b>	<b>119,770</b>	<b>119,861</b>	<b>119,171</b>	<b>119,143</b>	<b>119,609</b>	<b>119,942</b>	<b>120,108</b>	<b>120,739</b>	<b>121,133</b>	<b>122,153</b>	<b>122,681</b>	<b>124,156</b>
53	General merchandise group stores . . . . .	42,806	43,241	42,918	42,898	43,072	43,445	43,750	43,987	44,165	44,590	44,647	45,724
531	Dept. stores, (excl. leased depts.) . . . . .	33,714	33,742	33,731	33,776	33,858	34,087	34,298	34,472	34,756	35,211	35,187	36,070
54	Food group stores . . . . .	25,355	25,221	25,349	25,295	25,430	25,492	25,430	25,460	25,371	25,473	25,593	25,580
56	Apparel & accessory stores . . . . .	19,763	19,783	19,721	19,739	19,751	19,911	19,567	19,755	20,027	19,879	20,029	20,263
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.76</b>	<b>1.80</b>	<b>1.54</b>	<b>1.56</b>	<b>1.44</b>	<b>1.48</b>	<b>1.47</b>	<b>1.43</b>	<b>1.61</b>	<b>1.64</b>	<b>1.63</b>	<b>1.30</b>
	Total (excl. automotive group) . . . . .	1.57	1.65	1.45	1.48	1.36	1.40	1.41	1.37	1.56	1.58	1.51	1.12
	<b>Durable goods, total . . . . .</b>	<b>2.72</b>	<b>2.62</b>	<b>2.20</b>	<b>2.12</b>	<b>1.99</b>	<b>2.03</b>	<b>1.97</b>	<b>1.97</b>	<b>2.15</b>	<b>2.22</b>	<b>2.36</b>	<b>2.03</b>
52	Building materials group stores . . . . .	2.90	2.94	2.53	2.01	1.88	1.97	1.90	1.94	2.06	1.97	2.23	2.33
55 ex 554	Automotive dealers . . . . .	2.53	2.36	1.91	1.83	1.73	1.75	1.67	1.67	1.79	1.91	2.18	2.29
57	Furniture group stores . . . . .	2.56	2.59	2.33	2.42	2.29	2.32	2.24	2.22	2.49	2.54	2.39	1.75
	<b>Nondurable goods, total . . . . .</b>	<b>1.28</b>	<b>1.35</b>	<b>1.19</b>	<b>1.23</b>	<b>1.13</b>	<b>1.16</b>	<b>1.18</b>	<b>1.14</b>	<b>1.31</b>	<b>1.33</b>	<b>1.27</b>	<b>.95</b>
53	General merchandise group stores . . . . .	3.01	3.04	2.43	2.52	2.21	2.31	2.49	2.26	2.75	2.74	2.23	1.24
531	Dept. stores, (excl. leased depts.) . . . . .	3.18	3.12	2.48	2.58	2.31	2.41	2.59	2.29	2.83	2.84	2.29	1.27
54	Food group stores . . . . .	.85	.89	.79	.84	.77	.79	.78	.76	.84	.85	.85	.80
56	Apparel & accessory stores . . . . .	3.09	3.20	2.39	2.54	2.36	2.49	2.63	2.26	2.79	2.79	2.45	1.43
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.61</b>	<b>1.57</b>	<b>1.53</b>	<b>1.52</b>	<b>1.52</b>	<b>1.51</b>	<b>1.51</b>	<b>1.53</b>	<b>1.54</b>	<b>1.56</b>	<b>1.55</b>	<b>1.57</b>
	Total (excl. automotive group) . . . . .	1.46	1.45	1.43	1.43	1.42	1.43	1.42	1.43	1.45	1.45	1.45	1.48
	<b>Durable goods, total . . . . .</b>	<b>2.39</b>	<b>2.24</b>	<b>2.15</b>	<b>2.14</b>	<b>2.14</b>	<b>2.12</b>	<b>2.11</b>	<b>2.17</b>	<b>2.15</b>	<b>2.19</b>	<b>2.18</b>	<b>2.18</b>
52	Building materials group stores . . . . .	2.34	2.19	2.22	2.11	2.15	2.13	2.12	2.16	2.14	2.16	2.20	2.17
55 ex 554	Automotive dealers . . . . .	2.22	2.04	1.91	1.90	1.90	1.85	1.85	1.94	1.89	1.97	1.95	1.92
57	Furniture group stores . . . . .	2.42	2.36	2.29	2.33	2.30	2.31	2.29	2.27	2.30	2.32	2.33	2.32
	<b>Nondurable goods, total . . . . .</b>	<b>1.20</b>	<b>1.21</b>	<b>1.19</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.24</b>
53	General merchandise group stores . . . . .	2.36	2.38	2.30	2.26	2.26	2.32	2.28	2.29	2.33	2.33	2.31	2.38
531	Dept. stores, (excl. leased depts.) . . . . .	2.43	2.40	2.37	2.32	2.35	2.41	2.36	2.36	2.41	2.42	2.38	2.46
54	Food group stores . . . . .	.82	.81	.81	.81	.80	.81	.81	.81	.81	.82	.82	.83
56	Apparel & accessory stores . . . . .	2.53	2.44	2.42	2.38	2.41	2.44	2.37	2.38	2.46	2.48	2.48	2.52

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1990											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>228,052</b>	<b>230,622</b>	<b>235,756</b>	<b>236,364</b>	<b>236,871</b>	<b>235,117</b>	<b>235,414</b>	<b>237,584</b>	<b>242,303</b>	<b>255,422</b>	<b>258,940</b>	<b>236,152</b>
	Total (excl. automotive group) . . . . .	165,723	168,028	172,628	174,567	174,389	172,525	174,194	177,061	181,830	191,559	193,182	170,635
	<b>Durable goods, total</b> . . . . .	<b>117,493</b>	<b>118,567</b>	<b>120,681</b>	<b>120,088</b>	<b>121,372</b>	<b>121,174</b>	<b>119,142</b>	<b>118,876</b>	<b>120,185</b>	<b>125,622</b>	<b>127,923</b>	<b>122,141</b>
52	Building materials group stores . . . . .	16,600	17,082	17,855	18,093	18,243	17,999	17,228	17,009	16,867	16,532	16,419	16,368
55 ex 554	Automotive dealers . . . . .	62,329	62,594	63,128	61,797	62,482	62,592	61,220	60,523	60,473	63,863	65,758	65,517
57	Furniture group stores . . . . .	17,149	17,090	17,402	17,443	17,508	17,385	17,317	17,685	18,341	19,281	19,303	17,477
	<b>Nondurable goods, total</b> . . . . .	<b>110,559</b>	<b>112,055</b>	<b>115,075</b>	<b>116,276</b>	<b>115,499</b>	<b>113,943</b>	<b>116,272</b>	<b>118,708</b>	<b>122,118</b>	<b>129,800</b>	<b>131,017</b>	<b>114,011</b>
53	General merchandise group stores . . . . .	39,376	40,777	42,273	42,486	41,241	40,295	41,400	42,540	44,877	49,105	49,684	38,969
531	Dept. stores, (excl. leased depts.) . . . . .	30,947	32,178	33,352	33,633	32,497	31,650	32,485	33,195	34,839	38,476	39,316	30,716
54	Food group stores . . . . .	23,586	23,331	23,603	23,714	24,146	24,203	24,133	24,192	24,443	25,272	25,742	25,402
56	Apparel & accessory stores . . . . .	17,541	18,371	19,205	19,680	19,544	19,196	20,369	21,122	21,224	22,313	22,023	17,957
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>235,172</b>	<b>234,811</b>	<b>235,884</b>	<b>236,263</b>	<b>238,143</b>	<b>238,443</b>	<b>239,954</b>	<b>242,922</b>	<b>241,977</b>	<b>242,733</b>	<b>242,126</b>	<b>239,780</b>
	Total (excl. automotive group) . . . . .	173,847	174,119	175,060	175,963	177,148	176,788	176,937	177,207	177,080	177,215	177,471	176,673
	<b>Durable goods, total</b> . . . . .	<b>118,552</b>	<b>118,470</b>	<b>119,126</b>	<b>118,911</b>	<b>119,910</b>	<b>120,711</b>	<b>121,630</b>	<b>124,276</b>	<b>123,697</b>	<b>123,936</b>	<b>122,984</b>	<b>121,159</b>
52	Building materials group stores . . . . .	17,149	17,065	17,185	17,431	17,457	17,475	17,194	17,163	17,194	16,973	16,979	17,015
55 ex 554	Automotive dealers . . . . .	61,325	60,692	60,824	60,300	60,995	61,655	63,017	65,715	64,897	65,518	64,655	63,107
57	Furniture group stores . . . . .	17,607	17,765	17,721	17,745	17,847	17,813	17,853	17,973	17,999	17,836	17,677	17,407
	<b>Nondurable goods, total</b> . . . . .	<b>116,620</b>	<b>116,341</b>	<b>116,758</b>	<b>117,352</b>	<b>118,233</b>	<b>117,732</b>	<b>118,324</b>	<b>118,646</b>	<b>118,280</b>	<b>118,797</b>	<b>119,142</b>	<b>118,621</b>
53	General merchandise group stores . . . . .	43,041	43,150	42,941	42,660	42,658	42,448	42,608	42,735	42,601	42,745	42,880	42,377
531	Dept. stores, (excl. leased depts.) . . . . .	33,748	33,943	33,791	33,599	33,502	33,386	33,594	33,564	33,307	33,574	33,777	33,387
54	Food group stores . . . . .	23,635	23,655	23,732	23,914	24,240	24,293	24,446	24,713	24,707	24,599	24,696	25,038
56	Apparel & accessory stores . . . . .	19,643	19,297	19,637	19,919	20,045	20,038	20,288	20,212	19,854	20,012	19,769	19,690
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.68</b>	<b>1.77</b>	<b>1.55</b>	<b>1.59</b>	<b>1.50</b>	<b>1.49</b>	<b>1.54</b>	<b>1.47</b>	<b>1.62</b>	<b>1.65</b>	<b>1.63</b>	<b>1.29</b>
	Total (excl. automotive group) . . . . .	1.58	1.65	1.47	1.51	1.42	1.41	1.46	1.40	1.54	1.56	1.49	1.09
	<b>Durable goods, total</b> . . . . .	<b>2.31</b>	<b>2.45</b>	<b>2.12</b>	<b>2.15</b>	<b>2.01</b>	<b>2.02</b>	<b>2.08</b>	<b>2.01</b>	<b>2.24</b>	<b>2.28</b>	<b>2.40</b>	<b>2.12</b>
52	Building materials group stores . . . . .	2.66	2.81	2.35	2.21	1.95	1.94	1.96	1.93	2.13	2.00	2.17	2.49
55 ex 554	Automotive dealers . . . . .	2.02	2.18	1.83	1.84	1.74	1.76	1.79	1.73	1.93	2.00	2.25	2.46
57	Furniture group stores . . . . .	2.37	2.53	2.29	2.43	2.29	2.30	2.36	2.33	2.53	2.54	2.40	1.79
	<b>Nondurable goods, total</b> . . . . .	<b>1.30</b>	<b>1.37</b>	<b>1.21</b>	<b>1.25</b>	<b>1.18</b>	<b>1.16</b>	<b>1.21</b>	<b>1.16</b>	<b>1.27</b>	<b>1.30</b>	<b>1.24</b>	<b>.91</b>
53	General merchandise group stores . . . . .	3.13	3.14	2.56	2.61	2.37	2.34	2.62	2.37	2.76	2.82	2.24	1.19
531	Dept. stores, (excl. leased depts.) . . . . .	3.27	3.26	2.58	2.65	2.44	2.39	2.68	2.38	2.78	2.88	2.31	1.21
54	Food group stores . . . . .	.83	.86	.76	.80	.77	.76	.77	.75	.80	.83	.83	.76
56	Apparel & accessory stores . . . . .	3.00	3.21	2.50	2.54	2.48	2.47	2.82	2.44	2.76	2.85	2.47	1.40
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.53</b>	<b>1.54</b>	<b>1.54</b>	<b>1.55</b>	<b>1.57</b>	<b>1.56</b>	<b>1.56</b>	<b>1.57</b>	<b>1.56</b>	<b>1.56</b>	<b>1.56</b>	<b>1.56</b>
	Total (excl. automotive group) . . . . .	1.46	1.45	1.45	1.46	1.48	1.46	1.46	1.45	1.44	1.44	1.43	1.44
	<b>Durable goods, total</b> . . . . .	<b>2.02</b>	<b>2.09</b>	<b>2.11</b>	<b>2.13</b>	<b>2.16</b>	<b>2.18</b>	<b>2.17</b>	<b>2.24</b>	<b>2.23</b>	<b>2.23</b>	<b>2.24</b>	<b>2.26</b>
52	Building materials group stores . . . . .	2.16	2.10	2.13	2.22	2.24	2.16	2.14	2.15	2.19	2.19	2.16	2.28
55 ex 554	Automotive dealers . . . . .	1.75	1.87	1.88	1.87	1.90	1.92	1.93	2.04	2.02	2.03	2.04	2.04
57	Furniture group stores . . . . .	2.24	2.28	2.28	2.30	2.30	2.34	2.36	2.38	2.36	2.34	2.36	2.36
	<b>Nondurable goods, total</b> . . . . .	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.20</b>	<b>1.21</b>	<b>1.20</b>	<b>1.18</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>
53	General merchandise group stores . . . . .	2.42	2.42	2.39	2.41	2.40	2.35	2.36	2.37	2.36	2.37	2.36	2.33
531	Dept. stores, (excl. leased depts.) . . . . .	2.47	2.48	2.43	2.45	2.45	2.40	2.42	2.42	2.40	2.43	2.43	2.40
54	Food group stores . . . . .	.79	.78	.78	.79	.80	.79	.80	.80	.79	.79	.79	.81
56	Apparel & accessory stores . . . . .	2.48	2.44	2.46	2.50	2.50	2.46	2.49	2.51	2.48	2.52	2.50	2.49

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1989											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total . . . . .</b>	<b>214,797</b>	<b>221,238</b>	<b>226,648</b>	<b>229,321</b>	<b>230,974</b>	<b>231,222</b>	<b>230,364</b>	<b>230,421</b>	<b>235,362</b>	<b>247,377</b>	<b>252,876</b>	<b>233,143</b>
	Total (excl. automotive group) . . . . .	153,039	156,997	161,373	163,050	164,074	164,056	166,233	170,282	175,761	185,726	188,298	166,707
	<b>Durable goods, total . . . . .</b>	<b>113,765</b>	<b>116,834</b>	<b>118,985</b>	<b>120,215</b>	<b>121,574</b>	<b>122,066</b>	<b>119,317</b>	<b>116,543</b>	<b>117,241</b>	<b>121,920</b>	<b>125,801</b>	<b>122,220</b>
52	Building materials group stores . . . . .	15,654	16,437	17,085	17,062	17,336	17,197	16,784	16,652	16,604	16,658	16,583	16,437
55 ex 554	Automotive dealers . . . . .	61,758	64,241	65,275	66,271	66,900	67,166	64,131	60,139	59,601	61,651	64,578	66,436
57	Furniture group stores . . . . .	16,059	16,000	16,325	16,244	16,352	16,521	16,552	16,927	17,422	18,732	18,956	17,297
	<b>Nondurable goods, total . . . . .</b>	<b>101,032</b>	<b>104,404</b>	<b>107,663</b>	<b>109,106</b>	<b>109,400</b>	<b>109,156</b>	<b>111,047</b>	<b>113,878</b>	<b>118,121</b>	<b>125,457</b>	<b>127,075</b>	<b>110,923</b>
53	General merchandise group stores . . . . .	35,253	37,415	39,315	40,162	39,814	39,422	40,541	41,876	44,481	48,637	49,564	39,487
531	Dept. stores, (excl. leased depts.) . . . . .	26,961	28,714	30,264	31,128	30,928	30,597	31,294	32,239	34,368	37,788	39,052	30,916
54	Food group stores . . . . .	21,635	21,607	21,891	22,036	22,368	22,528	22,491	22,418	22,816	24,059	24,638	23,821
56	Apparel & accessory stores . . . . .	16,367	17,806	18,455	18,628	18,657	18,473	19,372	20,228	20,801	21,669	21,764	17,713
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total . . . . .</b>	<b>221,466</b>	<b>224,632</b>	<b>226,063</b>	<b>228,626</b>	<b>231,837</b>	<b>233,856</b>	<b>234,443</b>	<b>235,845</b>	<b>235,092</b>	<b>235,439</b>	<b>237,062</b>	<b>237,234</b>
	Total (excl. automotive group) . . . . .	160,825	162,641	163,516	164,131	166,524	167,893	168,779	170,132	170,933	172,087	173,349	173,162
	<b>Durable goods, total . . . . .</b>	<b>114,612</b>	<b>116,221</b>	<b>116,841</b>	<b>118,603</b>	<b>119,961</b>	<b>121,226</b>	<b>121,481</b>	<b>122,215</b>	<b>120,914</b>	<b>120,581</b>	<b>121,400</b>	<b>121,347</b>
52	Building materials group stores . . . . .	16,188	16,437	16,475	16,406	16,621	16,680	16,717	16,753	16,908	17,120	17,149	17,122
55 ex 554	Automotive dealers . . . . .	60,641	61,991	62,547	64,495	65,313	65,963	65,664	65,713	64,159	63,352	63,713	64,072
57	Furniture group stores . . . . .	16,488	16,598	16,607	16,491	16,635	16,858	17,029	17,150	17,097	17,409	17,503	17,280
	<b>Nondurable goods, total . . . . .</b>	<b>106,854</b>	<b>108,411</b>	<b>109,222</b>	<b>110,023</b>	<b>111,876</b>	<b>112,630</b>	<b>112,962</b>	<b>113,630</b>	<b>114,178</b>	<b>114,858</b>	<b>115,662</b>	<b>115,887</b>
53	General merchandise group stores . . . . .	38,725	39,575	39,937	40,220	41,081	41,438	41,698	41,958	42,195	42,424	42,902	43,107
531	Dept. stores, (excl. leased depts.) . . . . .	29,563	30,289	30,663	30,973	31,786	32,207	32,395	32,565	32,857	33,031	33,608	33,678
54	Food group stores . . . . .	21,724	21,909	22,001	22,231	22,490	22,610	22,739	22,861	23,023	23,429	23,662	23,543
56	Apparel & accessory stores . . . . .	18,308	18,704	18,832	18,854	19,096	19,263	19,314	19,375	19,458	19,452	19,590	19,422
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total . . . . .</b>	<b>1.72</b>	<b>1.82</b>	<b>1.59</b>	<b>1.62</b>	<b>1.52</b>	<b>1.53</b>	<b>1.57</b>	<b>1.48</b>	<b>1.61</b>	<b>1.71</b>	<b>1.67</b>	<b>1.30</b>
	Total (excl. automotive group) . . . . .	1.57	1.68	1.48	1.51	1.41	1.42	1.47	1.44	1.56	1.62	1.54	1.09
	<b>Durable goods, total . . . . .</b>	<b>2.46</b>	<b>2.57</b>	<b>2.19</b>	<b>2.22</b>	<b>2.04</b>	<b>2.06</b>	<b>2.13</b>	<b>1.91</b>	<b>2.09</b>	<b>2.30</b>	<b>2.36</b>	<b>2.08</b>
52	Building materials group stores . . . . .	2.62	2.95	2.48	2.13	1.88	1.93	2.01	1.90	2.07	2.04	2.19	2.37
55 ex 554	Automotive dealers . . . . .	2.23	2.32	1.92	2.00	1.85	1.87	1.90	1.62	1.76	2.02	2.21	2.43
57	Furniture group stores . . . . .	2.30	2.46	2.26	2.31	2.19	2.17	2.26	2.16	2.34	2.49	2.27	1.73
	<b>Nondurable goods, total . . . . .</b>	<b>1.28</b>	<b>1.38</b>	<b>1.21</b>	<b>1.25</b>	<b>1.18</b>	<b>1.19</b>	<b>1.22</b>	<b>1.20</b>	<b>1.31</b>	<b>1.36</b>	<b>1.29</b>	<b>.92</b>
53	General merchandise group stores . . . . .	3.00	3.19	2.55	2.59	2.41	2.43	2.68	2.48	2.80	2.88	2.30	1.20
531	Dept. stores, (excl. leased depts.) . . . . .	2.99	3.18	2.51	2.54	2.42	2.42	2.66	2.43	2.76	2.87	2.35	1.21
54	Food group stores . . . . .	.81	.85	.76	.80	.76	.76	.75	.75	.78	.84	.85	.74
56	Apparel & accessory stores . . . . .	2.87	3.34	2.52	2.62	2.51	2.56	2.81	2.47	2.72	2.83	2.47	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total . . . . .</b>	<b>1.54</b>	<b>1.58</b>	<b>1.58</b>	<b>1.57</b>	<b>1.58</b>	<b>1.60</b>	<b>1.59</b>	<b>1.58</b>	<b>1.57</b>	<b>1.59</b>	<b>1.59</b>	<b>1.59</b>
	Total (excl. automotive group) . . . . .	1.44	1.47	1.47	1.45	1.46	1.47	1.47	1.48	1.48	1.48	1.48	1.47
	<b>Durable goods, total . . . . .</b>	<b>2.10</b>	<b>2.19</b>	<b>2.20</b>	<b>2.17</b>	<b>2.19</b>	<b>2.22</b>	<b>2.20</b>	<b>2.14</b>	<b>2.15</b>	<b>2.21</b>	<b>2.20</b>	<b>2.23</b>
52	Building materials group stores . . . . .	2.07	2.19	2.25	2.13	2.16	2.18	2.16	2.14	2.19	2.21	2.17	2.18
55 ex 554	Automotive dealers . . . . .	1.89	1.99	1.98	2.00	2.03	2.06	2.02	1.92	1.92	2.00	1.99	2.04
57	Furniture group stores . . . . .	2.14	2.20	2.23	2.18	2.19	2.19	2.25	2.23	2.23	2.27	2.26	2.27
	<b>Nondurable goods, total . . . . .</b>	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.22</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.24</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.30	2.43	2.41	2.38	2.44	2.43	2.44	2.45	2.40	2.42	2.43	2.42
531	Dept. stores, (excl. leased depts.) . . . . .	2.25	2.39	2.37	2.34	2.42	2.42	2.43	2.43	2.41	2.43	2.47	2.45
54	Food group stores . . . . .	.77	.77	.78	.78	.78	.78	.78	.78	.78	.80	.80	.79
56	Apparel & accessory stores . . . . .	2.38	2.55	2.57	2.47	2.50	2.51	2.53	2.51	2.51	2.48	2.47	2.46

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.

**Table 2. Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios by Kinds of Business: January 1988 Through December 1997—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1988											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>200,614</b>	<b>204,168</b>	<b>208,675</b>	<b>209,655</b>	<b>208,815</b>	<b>209,463</b>	<b>208,531</b>	<b>209,811</b>	<b>216,374</b>	<b>226,012</b>	<b>230,103</b>	<b>214,824</b>
	Total (excl. automotive group) . . . . .	144,330	147,876	152,632	154,143	152,790	152,746	154,396	158,650	163,546	170,784	172,117	153,909
	<b>Durable goods, total</b> . . . . .	<b>104,162</b>	<b>104,835</b>	<b>106,093</b>	<b>106,277</b>	<b>107,148</b>	<b>107,656</b>	<b>105,311</b>	<b>103,431</b>	<b>106,252</b>	<b>110,272</b>	<b>113,813</b>	<b>112,970</b>
52	Building materials group stores . . . . .	14,537	15,124	15,811	15,805	15,636	15,619	15,442	15,407	15,263	15,180	15,280	15,462
55 ex	Automotive dealers . . . . .	56,284	56,292	56,043	55,512	56,025	56,717	54,135	51,161	52,828	55,228	57,986	60,915
554	Furniture group stores . . . . .	14,723	14,642	15,275	15,576	15,612	15,668	15,507	15,999	16,789	17,358	17,516	16,295
57													
	<b>Nondurable goods, total</b> . . . . .	<b>96,452</b>	<b>99,333</b>	<b>102,582</b>	<b>103,378</b>	<b>101,667</b>	<b>101,807</b>	<b>103,220</b>	<b>106,380</b>	<b>110,122</b>	<b>115,740</b>	<b>116,290</b>	<b>101,854</b>
53	General merchandise group stores . . . . .	34,720	36,649	38,548	39,334	37,679	37,308	37,749	39,161	41,257	44,635	44,955	35,768
531	Dept. stores, (excl. leased depts.) . . . . .	26,117	27,602	28,993	29,793	28,418	27,917	27,941	29,161	30,853	33,825	34,501	27,468
54	Food group stores . . . . .	19,896	19,991	20,433	20,351	20,393	20,712	20,791	20,996	21,177	22,043	22,226	21,812
56	Apparel & accessory stores . . . . .	15,406	16,391	17,078	17,085	17,101	16,837	17,734	18,624	19,253	20,152	20,049	16,524
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>207,145</b>	<b>207,192</b>	<b>207,877</b>	<b>208,624</b>	<b>209,626</b>	<b>211,644</b>	<b>211,960</b>	<b>214,632</b>	<b>216,156</b>	<b>215,440</b>	<b>216,239</b>	<b>219,047</b>
	Total (excl. automotive group) . . . . .	151,952	153,235	154,583	155,001	155,013	156,179	156,685	158,389	158,870	158,286	158,771	160,140
	<b>Durable goods, total</b> . . . . .	<b>104,859</b>	<b>103,992</b>	<b>103,843</b>	<b>104,441</b>	<b>105,718</b>	<b>106,744</b>	<b>107,013</b>	<b>108,530</b>	<b>109,914</b>	<b>109,452</b>	<b>110,231</b>	<b>112,453</b>
52	Building materials group stores . . . . .	15,049	15,154	15,276	15,197	15,020	15,179	15,365	15,453	15,511	15,553	15,769	16,157
55 ex	Automotive dealers . . . . .	55,193	53,957	53,294	53,623	54,613	55,465	55,275	56,243	57,286	57,154	57,468	58,907
554	Furniture group stores . . . . .	15,101	15,157	15,539	15,781	15,866	15,923	15,921	16,177	16,508	16,192	16,264	16,311
57													
	<b>Nondurable goods, total</b> . . . . .	<b>102,286</b>	<b>103,200</b>	<b>104,034</b>	<b>104,183</b>	<b>103,908</b>	<b>104,900</b>	<b>104,947</b>	<b>106,102</b>	<b>106,242</b>	<b>105,988</b>	<b>106,008</b>	<b>106,594</b>
53	General merchandise group stores . . . . .	38,354	38,813	39,195	39,313	38,764	39,097	38,742	39,114	39,075	38,995	39,026	39,179
531	Dept. stores, (excl. leased depts.) . . . . .	28,827	29,178	29,405	29,557	29,087	29,294	28,924	29,396	29,468	29,619	29,742	29,987
54	Food group stores . . . . .	19,979	20,253	20,510	20,543	20,539	20,783	21,018	21,413	21,327	21,462	21,340	21,601
56	Apparel & accessory stores . . . . .	17,175	17,217	17,373	17,275	17,504	17,557	17,752	17,908	18,027	18,106	18,046	18,079
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.73</b>	<b>1.73</b>	<b>1.55</b>	<b>1.56</b>	<b>1.49</b>	<b>1.48</b>	<b>1.52</b>	<b>1.47</b>	<b>1.60</b>	<b>1.63</b>	<b>1.61</b>	<b>1.23</b>
	Total (excl. automotive group) . . . . .	1.60	1.66	1.50	1.51	1.44	1.44	1.46	1.45	1.55	1.57	1.51	1.06
	<b>Durable goods, total</b> . . . . .	<b>2.44</b>	<b>2.30</b>	<b>2.00</b>	<b>2.01</b>	<b>1.93</b>	<b>1.88</b>	<b>1.99</b>	<b>1.87</b>	<b>2.08</b>	<b>2.15</b>	<b>2.20</b>	<b>1.89</b>
52	Building materials group stores . . . . .	2.78	2.67	2.20	1.95	1.74	1.79	1.93	1.85	1.91	1.89	2.05	2.10
55 ex	Automotive dealers . . . . .	2.15	1.96	1.67	1.71	1.67	1.62	1.69	1.54	1.76	1.85	2.00	2.11
554	Furniture group stores . . . . .	2.43	2.46	2.30	2.37	2.32	2.21	2.25	2.21	2.41	2.43	2.20	1.61
57													
	<b>Nondurable goods, total</b> . . . . .	<b>1.31</b>	<b>1.37</b>	<b>1.25</b>	<b>1.27</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.31</b>	<b>1.32</b>	<b>1.27</b>	<b>.89</b>
53	General merchandise group stores . . . . .	3.21	3.29	2.69	2.73	2.45	2.48	2.71	2.53	2.82	2.77	2.27	1.14
531	Dept. stores, (excl. leased depts.) . . . . .	3.09	3.18	2.56	2.62	2.35	2.36	2.54	2.38	2.65	2.65	2.22	1.12
54	Food group stores . . . . .	.79	.82	.77	.77	.75	.76	.73	.75	.78	.81	.82	.72
56	Apparel & accessory stores . . . . .	2.99	3.27	2.53	2.60	2.57	2.61	2.80	2.54	2.74	2.75	2.47	1.31
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.56</b>	<b>1.55</b>	<b>1.53</b>	<b>1.54</b>	<b>1.54</b>	<b>1.55</b>	<b>1.54</b>	<b>1.55</b>	<b>1.57</b>	<b>1.53</b>	<b>1.53</b>	<b>1.53</b>
	Total (excl. automotive group) . . . . .	1.49	1.50	1.48	1.48	1.47	1.48	1.47	1.48	1.47	1.45	1.44	1.45
	<b>Durable goods, total</b> . . . . .	<b>2.08</b>	<b>2.02</b>	<b>1.99</b>	<b>2.02</b>	<b>2.03</b>	<b>2.03</b>	<b>2.06</b>	<b>2.09</b>	<b>2.15</b>	<b>2.06</b>	<b>2.05</b>	<b>2.05</b>
52	Building materials group stores . . . . .	2.13	2.04	2.02	2.01	1.97	2.01	2.07	2.07	2.04	2.01	2.05	2.00
55 ex	Automotive dealers . . . . .	1.81	1.74	1.71	1.76	1.77	1.78	1.79	1.83	1.94	1.82	1.80	1.83
554	Furniture group stores . . . . .	2.26	2.26	2.26	2.26	2.26	2.23	2.24	2.27	2.30	2.22	2.19	2.18
57													
	<b>Nondurable goods, total</b> . . . . .	<b>1.25</b>	<b>1.26</b>	<b>1.24</b>	<b>1.25</b>	<b>1.23</b>	<b>1.24</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.21</b>	<b>1.20</b>	<b>1.21</b>
53	General merchandise group stores . . . . .	2.50	2.57	2.51	2.52	2.46	2.48	2.45	2.45	2.43	2.38	2.36	2.35
531	Dept. stores, (excl. leased depts.) . . . . .	2.37	2.45	2.39	2.42	2.35	2.36	2.32	2.35	2.32	2.29	2.29	2.30
54	Food group stores . . . . .	.77	.77	.77	.77	.77	.77	.77	.78	.78	.78	.77	.78
56	Apparel & accessory stores . . . . .	2.55	2.57	2.53	2.55	2.53	2.55	2.52	2.54	2.50	2.46	2.46	2.44

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

Note: U.S. and group totals include kinds of business not shown.



Table 3. **Estimated Purchases by Kinds of Business: 1988 Through 1996**

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	1988	1989	1990	1991	1992	1993	1994	1995	1996
	<b>Retail Purchases, total</b> .....	<b>1,139,329</b>	<b>1,215,637</b>	<b>1,258,569</b>	<b>1,259,268</b>	<b>1,331,032</b>	<b>1,420,155</b>	<b>1,534,903</b>	<b>1,599,110</b>	<b>1,692,609</b>
	Total (excl. automotive group) .....	834,473	895,992	941,773	955,430	996,304	1,042,397	1,103,300	1,142,160	1,199,413
	<b>Durable goods, total</b> .....	<b>467,553</b>	<b>489,941</b>	<b>491,510</b>	<b>475,617</b>	<b>519,223</b>	<b>581,620</b>	<b>660,118</b>	<b>700,806</b>	<b>752,862</b>
52	Building materials group stores .....	63,569	64,339	65,003	62,954	69,742	77,304	87,121	90,938	97,746
521,3	Building materials, supply stores .....	47,875	48,547	49,723	48,285	53,662	59,797	67,632	70,504	76,010
525	Hardware stores .....	7,909	8,180	8,012	7,733	7,990	8,308	8,891	8,847	8,906
55 ex 554	Automotive dealers .....	304,856	319,645	316,796	303,838	334,728	377,758	431,603	456,950	493,196
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers .....	286,008	300,869	297,861	286,083	316,510	358,450	410,437	434,376	469,070
553	Auto & home supply stores .....	18,848	18,776	18,935	17,755	18,218	19,308	21,166	22,574	24,126
57	Furniture group stores .....	53,040	56,641	56,854	56,776	60,589	67,587	76,912	84,687	89,595
571	Furniture & home furn. stores .....	27,375	29,518	28,948	28,124	29,589	31,468	33,783	35,028	37,200
5722,31, 34	Household appliance, radio, TV and computer stores .....	21,493	22,500	22,903	23,269	25,496	30,164	36,625	42,738	45,256
	<b>Nondurable goods, total</b> .....	<b>671,776</b>	<b>725,696</b>	<b>767,059</b>	<b>783,651</b>	<b>811,809</b>	<b>838,535</b>	<b>874,785</b>	<b>898,304</b>	<b>939,747</b>
53	General merchandise group stores .....	131,775	143,903	149,014	158,907	173,860	186,577	202,045	212,651	222,687
531	Dept. stores, (excl. leased depts.) .....	101,577	109,980	110,563	116,648	125,724	134,717	148,999	157,914	166,570
533	Variety stores .....	4,839	5,205	5,444	5,416	6,276	6,253	6,193	6,454	6,941
539	Miscellaneous general merchandise stores ..	25,359	28,718	33,007	36,843	41,860	45,607	46,853	48,283	49,176
54	Food group stores .....	248,164	266,877	276,631	279,494	281,123	286,164	295,729	299,719	309,615
541	Grocery stores .....	238,492	256,695	266,230	269,390	271,258	275,981	285,240	288,619	297,662
554	Gasoline service stations .....	87,906	98,796	113,738	112,537	110,301	110,648	113,488	115,657	122,651
56	Apparel & accessory stores .....	49,145	53,669	54,669	54,415	61,524	63,180	64,548	65,220	66,994
561	Mens & boys clothing, furnishings. ....	5,508	5,941	5,823	5,779	5,770	5,563	5,449	5,108	5,234
562,3	Women's clothing specialty stores .....	17,530	18,674	18,570	17,758	20,884	20,777	19,308	18,115	17,622
566	Shoe stores .....	8,484	9,778	10,518	9,996	10,228	10,149	10,525	10,643	11,187
58	Eating and drinking places .....	61,227	63,920	66,659	66,841	69,134	72,519	75,062	77,933	80,022
591	Drug & proprietary stores .....	41,740	45,739	50,858	54,795	56,634	57,468	59,335	62,419	66,397
592	Liquor stores .....	14,325	14,767	16,000	16,487	16,278	15,912	15,912	15,559	16,288
53,56, 57,594	GAF, total <sup>1</sup> .....	269,930	293,913	301,328	311,014	337,951	362,346	392,240	413,744	433,424

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown.

Table 4. Estimated Gross Margin by Kinds of Business: 1988 Through 1996

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	1988	1989	1990	1991	1992	1993	1994	1995	1996
	<b>Retail Gross Margin, total</b> .....	<b>528,487</b>	<b>561,653</b>	<b>589,051</b>	<b>599,995</b>	<b>629,277</b>	<b>669,752</b>	<b>718,522</b>	<b>744,946</b>	<b>777,730</b>
	Total (excl. automotive group) .....	457,658	489,766	519,161	533,569	553,703	584,250	618,126	637,905	668,006
	<b>Durable goods, total</b> .....	<b>168,917</b>	<b>176,463</b>	<b>177,246</b>	<b>172,193</b>	<b>188,450</b>	<b>209,711</b>	<b>239,449</b>	<b>250,261</b>	<b>260,955</b>
52	Building materials group stores .....	28,765	29,015	29,568	28,273	31,593	34,882	40,071	40,438	43,502
521,3	Building materials, supply stores .....	19,760	19,432	20,755	19,762	22,371	24,693	28,505	28,461	31,025
525	Hardware stores .....	4,055	4,683	4,578	4,436	4,650	4,924	5,251	5,231	5,400
55 ex 554	Automotive dealers .....	70,829	71,887	69,890	66,426	75,574	85,502	100,396	107,041	109,724
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers .....	60,190	60,897	57,610	54,898	63,971	73,235	86,752	93,202	94,721
553	Auto & home supply stores .....	10,639	10,990	12,280	11,528	11,603	12,267	13,644	13,839	15,003
57	Furniture group stores .....	33,640	35,662	34,871	35,160	36,698	40,843	46,150	47,077	48,652
571	Furniture & home furn. stores .....	20,622	22,714	21,359	21,392	22,889	24,501	27,015	27,335	29,294
5722,31, 34	Household appliance, radio, TV and computer stores .....	9,859	10,176	10,273	10,369	10,518	12,596	14,945	15,712	15,363
	<b>Non durable goods, total</b> .....	<b>359,570</b>	<b>385,190</b>	<b>411,805</b>	<b>427,802</b>	<b>440,827</b>	<b>460,041</b>	<b>479,073</b>	<b>494,685</b>	<b>516,775</b>
53	General merchandise group stores .....	61,640	66,122	65,982	71,022	75,330	81,146	83,096	88,154	91,402
531	Dept. stores, (excl. leased depts.) .....	51,382	53,992	55,045	58,815	62,546	68,033	70,855	75,789	79,157
533	Variety stores .....	2,760	2,881	2,892	2,937	3,633	3,432	3,327	3,435	3,732
539	Miscellaneous general merchandise stores ..	7,498	9,249	8,045	9,270	9,151	9,681	8,914	8,930	8,513
54	Food group stores .....	79,122	82,177	93,283	95,672	96,206	98,585	102,583	108,634	112,389
541	Grocery stores .....	70,431	73,300	83,509	85,627	87,262	88,893	92,014	97,199	100,262
554	Gasoline service stations .....	22,474	24,545	25,116	24,488	26,516	28,446	30,561	33,924	35,116
56	Apparel & accessory stores .....	36,806	39,861	41,394	43,569	44,524	44,134	46,197	45,148	47,720
561	Mens & boys clothing, furnishings. ....	4,412	4,852	4,609	4,657	4,462	4,380	4,643	4,058	4,362
562,3	Women's clothing specialty stores .....	12,998	13,630	14,210	15,165	15,725	14,895	14,313	13,657	14,103
566	Shoe stores .....	7,284	7,818	7,734	7,452	8,062	8,182	8,628	8,615	8,800
58	Eating and drinking places .....	106,638	113,998	123,617	127,508	130,928	138,019	142,254	144,111	148,234
591	Drug & proprietary stores .....	16,522	18,885	20,677	21,783	20,920	22,303	22,501	22,558	24,755
592	Liquor stores .....	5,281	5,545	5,933	5,977	5,225	5,366	6,020	6,114	6,552
53,56, 57,594	GAF, total <sup>1</sup> .....	157,314	169,291	170,621	178,833	185,841	198,530	210,936	216,869	225,467

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown. See introductory text for an explanation of gross margin. Because of rounding differences, the published gross margin may not equal the gross margin calculated from its published components.

Table 5. Estimated Gross Margin as Percent of Sales by Kinds of Business: 1988 Through 1996

SIC code	Kind of business	1988	1989	1990	1991	1992	1993	1994	1995	1996
	<b>Retail sales, total</b> .....	<b>31.9</b>	<b>31.9</b>	<b>31.9</b>	<b>32.3</b>	<b>32.2</b>	<b>32.3</b>	<b>32.2</b>	<b>32.0</b>	<b>31.6</b>
	Total (excl. automotive group) .....	35.7	35.7	35.6	36.0	35.8	36.2	36.2	36.0	35.9
	<b>Durable goods, total</b> .....	<b>26.8</b>	<b>26.9</b>	<b>26.5</b>	<b>26.5</b>	<b>26.8</b>	<b>26.9</b>	<b>27.1</b>	<b>26.6</b>	<b>25.9</b>
52	Building materials group stores .....	31.6	31.4	31.2	30.9	31.3	31.5	32.1	31.1	31.0
521,3	Building materials, supply stores .....	29.6	28.8	29.5	29.0	29.7	29.7	30.1	29.0	29.2
525	Hardware stores .....	34.1	37.1	36.6	36.5	36.5	37.4	37.4	37.2	37.6
55 ex										
554	Automotive dealers .....	19.0	18.6	18.0	17.8	18.6	18.7	19.2	19.2	18.3
551,2,5,	Motor vehicle and miscellaneous automobile									
6,7,9	dealers .....	17.5	17.1	16.1	16.0	17.0	17.2	17.8	17.9	16.9
553	Auto & home supply stores .....	36.2	37.2	39.8	38.9	38.9	39.1	40.0	38.5	39.1
57	Furniture group stores .....	39.4	39.1	38.1	38.4	37.9	38.5	38.4	36.1	35.3
571	Furniture & home furn. stores .....	43.3	44.4	42.3	43.2	43.7	44.4	45.1	43.9	44.4
5722,31,	Household appliance, radio, TV and									
34	computer stores .....	32.2	31.2	31.1	30.9	29.4	30.3	29.9	27.5	25.3
	<b>Nondurable goods, total</b> .....	<b>35.0</b>	<b>35.0</b>	<b>35.0</b>	<b>35.5</b>	<b>35.3</b>	<b>35.6</b>	<b>35.5</b>	<b>35.6</b>	<b>35.6</b>
53	General merchandise group stores .....	32.0	32.1	30.6	31.3	30.6	30.7	29.4	29.6	29.2
531	Dept. stores, (excl. leased depts.) .....	33.9	33.6	33.2	34.0	33.6	34.0	32.6	32.8	32.4
533	Variety stores .....	37.0	36.3	34.8	35.2	38.2	35.1	34.9	34.8	35.1
539	Miscellaneous general merchandise stores ..	22.4	24.4	19.4	20.4	18.1	17.7	16.1	15.7	14.6
54	Food group stores .....	24.3	23.7	25.3	25.5	25.5	25.7	25.8	26.7	26.7
541	Grocery stores .....	22.9	22.3	24.0	24.2	24.4	24.4	24.4	25.2	25.3
554	Gasoline service stations .....	20.4	20.0	18.1	17.8	19.4	20.4	21.2	22.7	22.3
56	Apparel & accessory stores .....	43.1	43.2	43.2	44.7	42.7	41.2	42.0	40.7	41.6
561	Mens & boys clothing, furnishings. ....	44.9	46.2	44.1	44.6	43.8	43.8	46.0	43.2	45.3
562,3	Women's clothing specialty stores .....	42.5	42.3	43.3	46.1	44.0	41.5	42.1	42.4	44.4
566	Shoe stores .....	47.2	45.2	42.9	42.6	44.5	44.5	45.3	44.6	44.0
58	Eating and drinking places .....	63.5	64.1	65.0	65.6	65.4	65.6	65.5	64.9	65.0
591	Drug & proprietary stores .....	28.6	29.8	29.3	28.8	26.9	28.1	27.7	26.6	27.4
592	Liquor stores .....	26.9	27.6	27.3	26.6	24.1	25.0	27.5	28.2	28.9
53,56,										
57,594	GAF, total <sup>1</sup> .....	37.2	37.2	36.2	36.8	35.8	35.9	35.5	34.6	34.3

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown.

**Table 6. Estimated Accounts Receivable of Retail Stores by Type of Account and Kinds of Business: End of Year 1996 and 1995**

[Millions of dollars]

SIC code	Kind of business	Total accounts receivable		Type of account							
				Charge		Installment					
						Total		Open-end		Closed-end	
		1996	1995	1996	1995	1996	1995	1996	1995	1996	1995
	<b>Retail accounts receivables total.....</b>	<b>62,635</b>	<b>59,771</b>	<b>15,681</b>	<b>14,672</b>	<b>46,954</b>	<b>45,099</b>	<b>42,249</b>	<b>40,617</b>	<b>4,705</b>	<b>4,482</b>
	Total (excluding automotive group) .....	56,600	54,086	12,319	11,492	44,281	42,594	40,928	39,346	3,353	3,248
	<b>Durable goods stores, total .....</b>	<b>21,381</b>	<b>20,082</b>	<b>9,993</b>	<b>9,385</b>	<b>11,388</b>	<b>10,697</b>	<b>7,583</b>	<b>7,095</b>	<b>3,805</b>	<b>3,602</b>
52	Building materials, hardware, garden supply, and mobile home dealers ...	6,326	5,764	4,490	4,240	(S)	(S)	(S)	(S)	(S)	(S)
55ex.	Automotive dealers .....	6,035	5,685	3,362	3,180	2,673	2,505	1,321	1,271	1,352	1,234
57	Furniture, home furnishings, and equipment stores .....	5,989	5,929	1,355	1,237	4,634	4,692	2,805	2,907	1,829	1,785
	<b>Nondurable goods stores, total .....</b>	<b>41,254</b>	<b>39,689</b>	<b>5,688</b>	<b>5,287</b>	<b>35,566</b>	<b>34,402</b>	<b>34,666</b>	<b>33,522</b>	<b>900</b>	<b>880</b>
53	General merchandise group stores ...	30,871	29,893	148	151	30,723	29,742	30,369	29,375	354	367
531	Department stores (ex. leased depts.) <sup>1</sup> .....	30,693	29,715	116	119	30,577	29,596	30,223	29,229	354	367
554	Gasoline service stations .....	1,425	1,275	1,021	904	404	371	365	329	(S)	(S)
56	Apparel and accessory stores .....	2,099	2,124	174	172	1,925	1,952	1,912	1,942	(S)	(S)

(S) Does not meet publication standards because of high sampling or nonsampling error.

<sup>1</sup>Includes mail-order houses engaged in the sale of department store merchandise (SIC 5961 part).

Note: Measures of sampling variability are shown in table A-3.

**Table 7. Estimated Per Capita Sales by Selected Kinds of Business: 1988 to 1997**

(Dollars)

SIC code	Kind of business	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
	<b>Retail trade, total.....</b>	<b>6,821</b>	<b>7,176</b>	<b>7,444</b>	<b>7,409</b>	<b>7,701</b>	<b>8,092</b>	<b>8,613</b>	<b>8,911</b>	<b>9,327</b>	<b>9,634</b>
	Total (excluding automotive group) .....	5,287	5,601	5,880	5,921	6,095	6,306	6,598	6,781	7,055	7,285
	<b>Durable goods stores, total .....</b>	<b>2,591</b>	<b>2,681</b>	<b>2,699</b>	<b>2,595</b>	<b>2,776</b>	<b>3,043</b>	<b>3,407</b>	<b>3,595</b>	<b>3,822</b>	<b>3,973</b>
52	Building materials, hardware, garden supply, and mobile home dealers .....	375	377	382	365	398	432	483	498	531	565
55 ex.	Automotive dealers .....	1,534	1,575	1,564	1,488	1,606	1,786	2,015	2,130	2,272	2,349
57	Furniture, home furnishings, and equipment stores .....	352	372	369	366	383	414	465	499	523	551
	<b>Nondurable goods stores, total.....</b>	<b>4,230</b>	<b>4,495</b>	<b>4,745</b>	<b>4,814</b>	<b>4,925</b>	<b>5,049</b>	<b>5,206</b>	<b>5,316</b>	<b>5,505</b>	<b>5,661</b>
53	General merchandise group stores .....	793	842	870	905	972	1,031	1,091	1,140	1,187	1,244
54	Food stores .....	1,340	1,416	1,486	1,495	1,488	1,499	1,535	1,558	1,595	1,613
554	Gasoline service stations .....	454	501	559	548	540	543	556	572	597	596
56	Apparel and accessory stores .....	351	377	387	389	411	418	425	424	434	442
58	Eating and drinking places .....	692	725	767	776	790	821	839	850	865	887
591	Drug and proprietary stores .....	238	258	285	302	307	310	314	324	343	369

Note: an population estimates (in thousands) as of 1988 — 242,817; 1989 — 245,131; 1990 — 247,799 1991 — 250,513; 1992 — 253,417; 1993 — 256,280; 1994 — 258,880; 1995 — 261,409; 1996 — 263,893; 1997 — 266,384.

U.S. Department of Commerce, Bureau of the Census, Current Population Reports, Series PPL-91.

The data are subject to sampling variability. However, measures of sampling variability for per capita sales are not available.

## Appendix A.

# Explanatory Material

### SAMPLE DESIGN

This section describes the design of the sample used to estimate sales (monthly and annual) and end-of-year inventories.

The sample used to estimate end-of-month inventories is a subsample of this sample. A description of the methods used to design this subsample is included at the end of this section.

### Sampling Frame

A new sample was used to compute estimates beginning with the April 1997 data month. This section describes the design and selection procedures for the new sample. For a description of the prior sample see the Annual Benchmark Report for Retail Trade for 1996 or prior years.

The same sampling frame was used for the Monthly Retail Trade Survey (MRTS) and the Annual Retail Trade Survey (ARTS). The frame has two types of sampling units represented — Employer Identification Numbers (EINs) and large, multiple-establishment firms. Both sampling units represent clusters of one or more establishments owned or controlled by the same firm. All of the information used to create these sampling units was extracted from establishment records contained on the Census Bureau's Standard Statistical Establishment List (SSEL) as updated to December 31, 1994. The next few paragraphs give details about the SSEL; the distinction between firms, EINs, and establishments; and the construction of the sampling units used in the sample selection. Though important, they are not essential to understanding the basic sample design and readers may continue to the Stratification, Sampling Rates, and Allocation section.

The SSEL is a multi-relational database that contains a record for each establishment with employees. The establishment is the smallest entity represented on the SSEL. An establishment is a single physical location where business transactions take place and for which payroll and employment records are kept. Groups of one or more establishments under common ownership or control are firms. A singleunit firm owns or operates only one establishment, whereas a multiunit firm owns or operates two or more establishments. The treatment of establishments on the SSEL differs according to whether the establishment is part of a multiunit or singleunit firm. In particular, the structure of an establishment's primary identifier on the SSEL differs depending on whether it is owned by a singleunit firm or by a multiunit firm.

A singleunit firm's primary identifier is its Employer Identification Number. The Internal Revenue Service (IRS) issues the EIN and the firm uses it as an identifier to report social security payments for its employees under the Federal Insurance Contributions Act (FICA). The same act requires all employer firms to use EINs. Because singleunit firms have only one establishment, there is a one-to-one relationship between the firm and the EIN. Thus the firm, the EIN, and the establishment all reference the same physical location and all three terms can be used interchangeably and unambiguously when referring to single establishment firms.

For multiunit firms however, a different structure connects an employer firm with its establishments via the EIN. When reading the following, it may help to keep in mind the analogy of a filing cabinet (multiunit firm) composed of many drawers (EINs) each containing several files (establishments).

Essentially a multiunit firm is associated with a cluster of one or more EINs and EINs are associated with one or more establishments. Each firm is associated with at least one EIN and only one firm can use a given EIN. However, one firm may have several EINs. Similarly, there is a one-to-many relationship between EINs and establishments. Each EIN can be associated with many establishments but each establishment is associated with only one EIN. Because of the possibility of one-to-many relationships, we must distinguish between the firm, its EINs, and its establishments. The firm that owns or controls a multiunit establishment is identified on the SSEL by way of the establishment's primary identifier.

A multiunit establishment's primary identifier consists of a unique combination of an alpha number and a plant number. The alpha number identifies the firm; and the plant number identifies the establishment within the firm. All establishments owned or controlled by the same firm have the same alpha number. Different firms have different alpha numbers and different establishments within the same firm have different plant numbers. The Census Bureau assigns both the alpha number to the firm and the plant numbers to the establishments based on the results of the quinquennial economic censuses and the annual Company Organization Surveys.

To create the sampling frame, we extracted the records for all establishments that have a Standard Industrial Classification (SIC) that falls in the Retail Trade area as defined in the *1987 Standard Industrial Classification Manual*. For these establishments, we extracted sales (or receipts),

payroll, employment, name and address information, as well as primary identifiers and, for multiunit establishments, associated EINs. We summarize the economic data of multiunit establishments to an EIN level by tabulating the establishment data for all retail establishments associated with the same EIN. Similarly we summarize to a firm level by tabulating the establishment data for all establishments associated with the same alpha number. These are the sampling units created from multiunit establishments. No aggregation is necessary to put singleunit establishment information on an EIN basis or a firm basis. Thus, the sampling units created for singleunit firms simultaneously represent establishment, EIN, and firm information. In summary, the sampling frame is a complex amalgam of establishments, EINs, and firms.

### **Stratification , Sampling Rates, and Allocation**

The primary stratification of the frame is by kind-of-business group based on the detail required for this publication. We further stratify the sampling units within kind of business groups (substratify) by a measure of size related to their sales. To reduce the variance of the estimates, the largest sampling units are selected "with certainty." This means they are sure to be selected and will represent only themselves (i.e., have a selection probability of one and a sampling weight of one). Within each kind-of-business stratum a substratum boundary (or cutoff) that divides the certainty units from the noncertainty units is determined. We based these cutoffs on a statistical analysis of data from the 1992 Census of Retail Trade. Accordingly, these values are on a 1992 sales basis. We also used this analysis to set sampling rates needed to achieve specified sampling variability objectives for sales estimates for different kind-of-business groups. The reciprocal of the sampling rate is referred to as the sampling weight. Note that we computed sampling rates using data from the 1992 Census, the actual sample size was determined by applying these sampling rates to the sampling frame constructed from the 1994 SSEL. We then allocated the sample optimally based on the number of sampling units and standard deviation of the units' measures of size. The allocation is optimal in the sense that it achieves the minimum variance for a fixed sample size.

### **Sample Selection**

The first step in the sample selection identified certainty firms. If a firm had total retail sales (for 1994 adjusted to a 1992 basis) greater than the corresponding certainty cutoff for its major kind of business, the firm was selected into the sample with certainty. In this case, the firm is considered the sampling unit. This has important consequences when the firm adds establishments. If a firm was selected with certainty and had more than one establishment at the time of sampling, any new establishments that the firm acquires,

even if under new or different EINs, are included in the sample with certainty. If a singleunit firm was selected with certainty all future establishments associated with that firm's original EIN are included with certainty; any new EINs that might later be associated with that firm are subjected to sampling as births (see below).

All firms not selected with certainty were subjected to sampling on an EIN basis. If a firm had more than one EIN, each of its EINs was a separate sampling unit. To be eligible for the initial sampling, an EIN had to have nonzero payroll in 1994. The EINs were stratified according to their major kind of business and their estimated sales (on a 1992 basis). Within each noncertainty stratum, a simple random sample of EINs was selected. We then assigned the selected cases to one of two groups. One group is canvassed for both the monthly and annual surveys, the other only for the annual survey. The sampling weights for the EINs selected in the sample for the monthly sales survey varied between 1 in 1 and 1 in 968.6. The maximum weight for the noncertainty sample canvassed for the annual survey was 484.3.

### **Sample Maintenance**

Periodically, we update the sample to represent EINs issued since the last sample selection. For all EIN "births," a two-phase selection procedure is used. EIN births are new EINs recently assigned by the IRS, on the latest available IRS mailing list for FICA taxpayers, and assigned a kind-of-business classification (if possible) by the Social Security Administration (SSA). In the first phase, births are stratified by kind of business and size (expected employment or quarterly payroll). A relatively large sample is drawn and canvassed to obtain a more reliable measure of size, consisting of sales in two recent months, and a more detailed kind-of-business code, if needed.

Using this more reliable information, the selected births from the first phase are subjected to probability-proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial sample from the 1994 SSEL. Because of the lag in reporting births to the IRS, and the time needed to accomplish the two-phase birth-selection procedure, births are added to the sample about nine months or more after they begin operation.

The processing of the EIN births differs between the monthly and annual surveys. For the monthly survey (MRTS), the EIN births selected in a quarter are added into the survey during the quarter. Because births are not represented in the monthly sample until they go through the two phase selection procedure, an interim procedure is used to account for births during the period between the onset of activity and the time of birth selection. This consists of imputing data for all selected cases that go out of business but are still on the IRS mailing list.

For the annual survey (ARTS), the births that are selected in the quarterly birth-selection procedure in November of the annual survey year are included in the main

mailing of the ARTS questionnaires in January of the following year. To better represent all EIN births in the annual survey year, and specifically to account for the coverage lag in the birth-selection procedure, we add births to the annual sample that are selected in February, May, and August of the year following the survey year. We mail survey forms to these births in June and August to supplement the main annual survey mailing.

To be eligible for the sample canvass and tabulation in a given month, a retail EIN selected in the noncertainty sampling operations must meet both of the following requirements:

1. It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.
2. It must have been selected from either the SSEL or the file of employer births.

EINs selected into the sample with certainty are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, the business that used the EIN is contacted, and if a successor EIN is found, it is added to the survey. This is a more stringent quality control used for these larger businesses.

## Estimation Procedures for Monthly Sales

All sampling units selected with certainty (weight equal to 1.0) are canvassed each month to obtain sales and other information for the month just ending. As noted previously, two samples of noncertainty (weight greater than 1.0) EINs were selected. Each month, all certainty sampling units and half of all selected noncertainty sampling units are asked to report their sales data for the month just ending. (The remaining half of the noncertainty units are canvassed only for the annual survey.) The estimates are computed as the sum of weighted data (reported and imputed), where the weight for a given sampling unit is the reciprocal of its probability of selection.

## Estimation Procedures for Annual Data

The annual sales, purchases, end-of-year inventories, accounts receivable, and gross margin estimates published in this report are based on the ARTS. The estimates are computed as the sum of weighted data (reported and imputed) for all selected sampling units that meet the tabulation criteria given in the Sample Maintenance section. The weight for a given sampling unit is the reciprocal of its probability of selection. For noncertainty units, annual weights are equal to half of the monthly weight because units from both noncertainty panels are used to produce annual estimates whereas only one panel is used to produce monthly estimates. The use of a larger sample results in annual estimates having less sampling variability than monthly estimates.

The estimates of total inventory published in this report are on a non-LIFO basis. For those firms that value inventory on a LIFO (last-in, first-out) basis, the LIFO reserve amount is added to the LIFO value to get inventory on a non-LIFO basis. In the ARTS, sampling units that used a LIFO cost basis for all or part of their inventory were asked to report LIFO reserves.

The estimates of gross margin represent sales minus the cost of goods sold (see Definition of Terms) and are a function of the sums of weighted sales, inventories, and purchases data reported by the sampling units in the ARTS.

## SUBSAMPLE TO ESTIMATE END-OF-MONTH INVENTORIES

As stated above, the sample used to estimate end-of-month inventories (the inventory sample) is a subset of the units used to estimate monthly and annual sales and end-of-year inventories (the sales sample). This section highlights differences between the design of the subsample and the complete sample.

### Sampling Frame

The inventory sample is a subsample of the sales sample. Thus, the inventory sampling frame is the sales sample and has the same types of sampling units as the sales frame - companies and EINs. Descriptions of these sampling units are given above.

### Stratification, Sampling Rates, and Allocation

Sampling units are stratified by their major kind of business. The stratification used for the monthly inventory sample is based on groupings of 3-digit and 4-digit Standard Industrial Classification codes. Because the estimates of end-of-month inventories are produced for somewhat broader kind-of-business groupings, the stratification for the inventory sample is coarser than the stratification used for the sales sample. Sampling units are assigned to substrata based on a measure of size related to their sales. Sampling rates for the inventory subsample are computed using the same methods as described previously. The reciprocal of the sampling rate is referred to as the sampling weight. Units tabulated in the monthly inventory survey have both an inventory weight and a sales weight. Because the inventory sample is a subsample of the sales sample, the inventory weight is greater than or equal to the sales weight.

### Sample Selection

The selection of the inventory sample is carried out independently within each sales-size substratum contained in a kind-of-business stratum. The actual selection procedure follows a systematic, probability-proportional-to-size

scheme and will not be described here. Because the inventory sample is a subsample of the sales sample, it is possible that some units already have been selected with a sales weight that is greater than the desired inventory weight. These units are assigned to a separate panel without being subjected to a second sampling procedure. For these units, the inventory weight is set equal to the sales weight. Thus, in addition to the panel of certainty units and two panels of noncertainty units, there is another panel of noncertainty units that was not subjected to the subsampling. The sampling rates for the EINs selected in the sample for the monthly inventory survey varied between 1 in 1 and 1 in 2631.6.

## Sample Maintenance

The inventory sample is updated in the same manner and at the same time as the Monthly Retail Trade Survey sample. A subsample of the births selected for the sales sample is selected for the inventory sample. The sampling rates of the initial inventory sampling are maintained.

## Monthly Estimation Procedures

The procedures described above in the Monthly Estimation Procedures for the Sales Sample are followed except the sales weight is replaced by the inventory weight for all inventory computations.

## RELIABILITY OF THE ESTIMATES

An estimate based on a sample survey potentially contains two types of errors - sampling and nonsampling. Sampling error occurs because characteristics differ among sample units and because only a subset of the entire population is measured in a sample survey. Nonsampling errors can be attributed to many sources in the collection and processing of the data. The accuracy of a survey result is affected jointly by these two types of errors.

## Measures of Sampling Variability

Because the estimates are based on a sample, exact agreement with the results that would be obtained from a complete census of retail firms on the sampling frame using the same enumeration procedures is not expected. However, because each firm on the sampling frame has a known probability of being selected into the sample, it is possible to estimate the sampling variability of the survey estimates.

The standard error of an estimate is a measure of the variability among the estimates from all possible samples of the same size and design. The estimated coefficient of variation of an estimate is the standard error of the estimate divided by the estimate.

The estimated coefficients of variation are expressed as percentages. Note that measures of sampling variability, such as the standard error or estimated coefficient of variation, are estimated from the sample and are also subject to sampling variability. Estimated coefficients of variation for sales, inventory, inventory-to-sales, and accounts receivable estimates are shown in Tables A-1 through A-3. The estimates shown in the tables are medians derived from the estimated coefficients of variation for the past twelve months.

The estimated coefficients of variation presented in the tables permit certain confidence statements about the sample estimates. The particular sample used in this survey was one of a large number of samples of the same size that could have been selected using the same design. In about 90 percent of these samples, the estimates would differ from the results of a complete enumeration by less than 1.65 times the standard error of the estimate. In about 95 percent of the samples, the estimates would differ from the result of a complete enumeration by less than twice the standard error of the estimate. It is important to note that the standard error and estimated coefficient of variation only measure sampling variability. They do not capture any systematic biases in the estimates. (Bias is the difference, averaged over all possible samples of the same size and design, between the estimate and the population value being estimated.)

## Nonsampling Errors

In the MRTS and the ARTS, as in other surveys, nonsampling errors can be attributed to many sources: (1) inability to obtain information about all cases in the sample, (2) response errors, (3) definitional difficulties, (4) differences in the interpretation of the questions, (5) mistakes in coding or keying the data obtained, and (6) other errors of collection, response, coverage, and processing. These nonsampling errors also occur in complete censuses. Although no direct measurement of the potential biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the estimates is due to imputing data for nonrespondents and for data which fail edit. Across all kinds of business combined, in any given month imputed sales data amounts to about 25 percent of the national sales estimate and about 30 percent of the end-of-month inventory estimate. For the annual survey, imputed sales data amounts to about 11 percent of the national sales estimate, 13 percent of the end-of-year inventory estimate, 24 percent of the estimate of total purchases, and 17 percent for the national accounts receivable estimate.



**Table A-1. Estimated Coefficients of Variation for Monthly Retail Sales and End-of-Month Inventories by Kinds of Business**

[Coefficients are percentages—based on sales and inventories estimates not adjusted for seasonal variations, holiday, or trading day differences]

SIC code	Kind of business	Sales		Dollar volume inventory estimates
		Range	Median	
	<b>Retail trade, total</b> .....	<b>0.4-0.5</b>	<b>0.5</b>	<b>1.0</b>
	Total (excl. automotive group) .....	0.3-0.5	0.4	(NA)
	<b>Durable goods, total</b> .....	<b>0.8-1.1</b>	<b>0.9</b>	<b>1.6</b>
<b>52</b>	<b>Building materials group stores</b> .....	<b>2.0-2.6</b>	<b>2.2</b>	<b>2.7</b>
521,	Building materials, supply stores, hardware .....	2.2-3.0	2.5	(NA)
521,3,5	Building materials, supply stores .....	2.3-3.3	2.6	(NA)
525	Hardware stores .....	3.2-4.6	3.8	(NA)
<b>554</b>	<b>Automotive dealers</b> .....	<b>1.3-1.6</b>	<b>1.4</b>	<b>2.3</b>
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers .....	1.4-1.8	1.5	(NA)
551,2	Motor vehicle dealers .....	1.5-2.1	1.7	(NA)
551	Motor vehicle dealers (franch.) .....	1.7-2.2	1.9	(NA)
553	Auto and home supply stores .....	2.6-4.6	3.8	(NA)
<b>57</b>	<b>Furniture group stores</b> .....	<b>1.3-1.7</b>	<b>1.5</b>	<b>3.5</b>
571	Furniture and home furnishings stores .....	1.8-2.5	2.1	(NA)
5712	Furniture stores .....	2.3-3.6	3.0	(NA)
5713	Floor covering stores .....	4.1-5.6	5.0	(NA)
5722,31,34	Household appliance, radio, TV, and computer stores .....	2.7-3.4	3.2	(NA)
5722	Household appliance stores .....	3.1-4.0	3.5	(NA)
5731,34	Radio, TV, and computer stores .....	2.7-3.1	3.0	(NA)
5941	Sporting goods stores and bicycle shops .....	3.4-4.2	3.9	(NA)
5942	Book stores .....	2.1-4.0	3.1	(NA)
5944	Jewelry stores .....	3.5-7.0	4.6	(NA)
	<b>Nondurable goods, total</b> .....	<b>0.4-0.6</b>	<b>0.5</b>	<b>0.8</b>
<b>53</b>	<b>General merchandise group stores</b> .....	<b>0.1-0.3</b>	<b>0.2</b>	<b>0.3</b>
531	Dept. stores, (excl. leased depts.) .....	0.0-0.0	0.0	0.2
531	Dept. stores, (incl. leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
533	Variety stores .....	1.3-2.1	1.9	(NA)
539	Miscellaneous general merchandise stores .....	0.9-1.5	1.0	(NA)
<b>54</b>	<b>Food group stores</b> .....	<b>0.8-1.3</b>	<b>1.2</b>	<b>1.6</b>
541	Grocery stores .....	0.8-1.3	1.1	(NA)
542	Meat and fish (seafood) markets .....	3.6-7.2	5.1	(NA)
546	Retail bakeries .....	2.5-7.1	3.9	(NA)
<b>554</b>	<b>Gasoline service stations</b> .....	<b>1.8-2.5</b>	<b>2.2</b>	<b>(NA)</b>
<b>56</b>	<b>Apparel and accessory stores</b> .....	<b>1.1-1.7</b>	<b>1.4</b>	<b>3.9</b>
561	Mens and boys clothing, furnishings .....	6.3-13.8	10.0	(NA)
562,3	Women's clothing specialty stores, .....	1.3-2.0	1.8	(NA)
562	Women's ready to wear stores .....	1.7-2.6	2.2	(NA)
565	Family clothing stores .....	1.2-2.0	1.4	(NA)
566	Shoe stores .....	1.6-2.5	1.9	(NA)
<b>58</b>	<b>Eating and drinking places</b> .....	<b>1.8-2.4</b>	<b>2.1</b>	<b>(NA)</b>
5812	Eating places .....	2.0-2.5	2.2	(NA)
5812 pt.	Restaurants, lunchrooms, cafeterias .....	1.7-3.5	2.6	(NA)
	Refreshment places .....	3.0-4.7	3.6	(NA)
5813	Drinking places (alcoholic bev.) .....	5.9-7.9	7.2	(NA)
591	Drug and proprietary stores .....	1.3-2.8	1.6	(NA)
592	Liquor stores .....	1.5-2.3	1.9	(NA)
596	Nonstore retailers <sup>2</sup> .....	1.9-3.5	2.9	(NA)
5961	Total mail order .....	1.7-3.3	2.5	(NA)
598	Fuel dealers .....	3.6-7.3	5.1	(NA)
<b>53,56,57,594</b>	<b>GAF, total</b> <sup>3</sup> .....	<b>0.4-0.5</b>	<b>0.4</b>	<b>(NA)</b>
594	Miscellaneous shopping goods stores .....	1.6-2.6	2.2	(NA)

(NA) Not available.

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: The ranges and medians of the coefficients of variation shown above are based on sales and inventories estimates for the 6 most recent data months.

Table A-2. **Estimated Coefficients of Variation for Sales, Inventories, and Purchases Estimates**

[In percent]

SIC code	Kind of business	Annual dollar volume estimates			Inventories/ sales ratio	Gross Margin as a percent of sales
		Sales	Inventories	Purchases		
	<b>Retail trade, total</b> .....	<b>0.3</b>	<b>0.5</b>	<b>0.4</b>	<b>0.3</b>	<b>0.2</b>
	Total (excluding automotive group) .....	0.3	0.5	0.4	0.4	0.2
	<b>Durable goods stores, total</b> .....	<b>0.6</b>	<b>0.8</b>	<b>0.6</b>	<b>0.5</b>	<b>0.5</b>
52	Building materials, hardware, garden supply, and mobile home dealers.....	1.1	1.4	1.2	1.1	0.9
521,3	Building materials and supply stores .....	1.3	(NA)	1.3	(NA)	1.0
525	Hardware stores.....	1.6	(NA)	1.6	(NA)	1.8
55 ex. 554	Automotive dealers .....	0.9	1.0	0.9	0.7	0.8
551,2,5,6,7,9	Motor vehicle and miscellaneous automotive dealers .....	0.9	(NA)	0.9	(NA)	0.9
553	Automotive and home supply stores .....	2.5	(NA)	2.7	(NA)	1.0
57	Furniture, home furnishings, equipment stores ..	0.9	1.3	0.9	0.7	0.6
571	Furniture and home furnishings stores .....	1.3	(NA)	1.4	(NA)	0.6
5722,31,34	Household appliance, radio, TV and computer stores .....	1.4	(NA)	1.4	(NA)	1.3
	<b>Nondurable goods stores, total</b> .....	<b>0.4</b>	<b>0.3</b>	<b>0.4</b>	<b>0.3</b>	<b>0.2</b>
53	General merchandise group stores .....	0.1	0.2	0.1	0.1	0.1
531	Department stores .....	0.0	0.0	0.0	0.0	0.0
533	Variety stores .....	1.2	(NA)	1.1	(NA)	0.9
54	Food stores.....	0.7	0.9	0.7	0.7	0.4
541	Grocery stores .....	0.7	(NA)	0.7	(NA)	0.4
554	Gasoline service stations .....	1.8	(NA)	1.5	(NA)	1.3
56	Apparel and accessory stores.....	0.8	1.0	0.8	0.7	0.3
561	Men's, boys' clothing, furnishings stores.....	3.4	(NA)	3.8	(NA)	0.9
562,3	Women's clothing, specialty stores, furriers ...	1.7	(NA)	1.6	(NA)	0.5
566	Shoe stores.....	1.8	(NA)	2.2	(NA)	0.9
58	Eating and drinking places.....	1.0	(NA)	1.3	(NA)	0.4
591	Drug and proprietary stores.....	1.7	(NA)	1.8	(NA)	0.9
592	Liquor stores.....	2.5	(NA)	2.7	(NA)	1.1
53,56,57, 594	GAF, total <sup>1</sup> .....	0.4	(NA)	0.4	(NA)	0.2

NA Not applicable.

<sup>1</sup> GAF represents stores which specialize in department store types of merchandise (see explanatory material).

Note: The estimates of sampling variability shown above are based on estimates derived from the annual retail trade survey. Further detail for year-end inventories are available upon request.

Table A-3. **Estimated Coefficients of Variation for Accounts Receivable Dollar Volume Estimates**

[In percent]

Sic code	Kind of business	Total accounts receivable	Type of account			
			Charge	Installment		
				Total	Open-end	Closed-end
	<b>Retail accounts receivables, total</b> .....	<b>0.9</b>	<b>2.6</b>	<b>1.0</b>	<b>0.9</b>	<b>5.7</b>
	Total (excluding automotive group) .....	0.9	3.1	1.0	0.9	6.9
	<b>Durable goods stores, total</b> .....	<b>2.3</b>	<b>3.6</b>	<b>3.6</b>	<b>4.5</b>	<b>6.2</b>
52	Building materials, hardware, garden supply, and mobile home dealers.....	5.5	7.0	(*)	(*)	(*)
55 ex. 554	Automotive dealers .....	3.8	4.1	7.4	11.0	10.2
57	Furniture, home furnishings, and equipment stores .....	3.1	6.9	4.0	5.8	5.3
	<b>Nondurable goods stores, total</b> .....	<b>0.7</b>	<b>3.3</b>	<b>0.6</b>	<b>0.5</b>	<b>14.2</b>
53	General merchandise group stores .....	0.4	2.9	0.4	0.4	0.1
531	Department stores.(ex. leased depts.). .....	0.0	0.0	0.0	0.0	0.0
554	Gasoline service stations .....	4.8	6.3	8.3	7.4	(*)
56	Apparel and accessory stores.....	3.9	9.8	4.2	4.2	(*)

\* Measure of sampling variability are not shown since estimated data are not published.

## Appendix B.

# Kind-of-Business Classifications

### GENERAL DESCRIPTION

Retail trade SIC Major Groups 52-59, includes establishments primarily engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of goods.

The kinds of business shown in this report parallel broad classifications defined in the 1987 edition of the Standard Industrial Classification (SIC) manual. Descriptions of each kind of business follow. Data for some kinds of business are not shown separately but are included in the major group of other totals.

### DURABLE GOODS

**Building Materials, Hardware, Garden Supply, and Mobile Home Dealers (SIC Major Group 52).** This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes. It includes lumber and other building materials dealers and paint, glass, and wallpaper stores selling to the general public, even if sales to contractors account for a larger proportion of total sales. These establishments are known as “retail” in the trade. Establishments primarily selling these products but not selling to the general public are classified in wholesale trade.

**Lumber and Other Building Materials Dealers (SIC 521).**<sup>1</sup> Establishments engaged in selling primarily lumber, or lumber and a general line of building materials, to the general public. The lumber which they sell may include rough and dressed lumber, flooring, molding, doors, sashes, frames, and other millwork. The building materials may include roofing, siding, shingles, wallboard, paint, brick, tile, cement, sand, gravel, and other building materials and supplies. Hardware is often an important line of retail lumber and building materials dealers. Establishments known as “home centers” are included here.

**Paint, Glass, and Wallpaper Stores (SIC 523).**<sup>1</sup> Establishments engaged in selling primarily paint, glass, and wallpaper, or any combination of these lines, to the general public.

<sup>1</sup>Data for this kind of business are not shown separately but are included in the larger group totals.

**Hardware Stores (SIC 525).** Establishments primarily selling a number of basic hardware lines such as tools, builders' hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials, no one of which accounts for 50 percent or more of the sales of the establishments.

**Retail Nurseries, Lawn and Garden Supply Stores (SIC 526).**<sup>1</sup> Establishments primarily engaged in selling trees, shrubs, other plants, seeds, bulbs, mulches, soil conditioners, fertilizers, pesticides, garden tools, and other garden supplies to the general public. These establishments primarily sell products purchased from others, but may sell some plants which they grow themselves.

**Mobile Home Dealers (SIC 527).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used mobile homes, including parts and accessories.

### Automotive Dealers (SIC Major Group 55 ex. 554)

This major group includes retail dealers selling new and used automobiles, boats, recreational trailers, and motorcycles; and those selling new automobile parts and accessories. Automobile repair shops maintained by the establishments engaged in the sale of new automobiles are also included.

**Motor Vehicle Dealers (Franchised)—New and Used (SIC 551).** Establishments primarily engaged in the sale of new automobiles or new and used foreign or domestic automobiles. These establishments frequently maintain repair departments and used car lots and carry stocks of replacement parts, tires, batteries, and automotive accessories. Used car lots and repair departments operated by franchised new passenger car dealers are not considered separate locations.

**Motor Vehicle Dealers (Nonfranchised)—Used Cars Only (SIC 552).**<sup>1</sup> Establishments primarily selling used cars and not holding a franchise for the sale of new cars.

**Auto and Home Supply Stores (SIC 553).** Establishments primarily engaged in the retail sale of automobile tires, batteries, and other automobile parts and accessories. These establishments frequently sell additional lines of merchandise such as household appliances, radios and television sets, sporting goods, housewares, and hardware.

**Boat Dealers (SIC 555).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used motorboats and other watercraft, including parts, accessories, marine supplies, and outboard motors.

**Recreational Vehicle Dealers (SIC 556).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used recreational trailers, campers (pickup coaches), and other trailers for passenger automobiles, and motor homes, including parts and accessories.

**Motorcycle Dealers (SIC 557).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used motorcycles and motor scooters, including parts and accessories.

**Automotive Dealers, Not Elsewhere Classified (SIC 559).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used automotive vehicles, such as snowmobiles, dunebuggies, go-carts, aircraft, utility trailers, and new automotive equipment and supplies, not elsewhere classified.

### **Furniture, Home Furnishings, and Equipment Stores (SIC Major Group 57)**

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances.

**Furniture Stores (SIC 5712).** Establishments primarily selling household furniture, beds, mattresses, springs, and other sleep equipment. Also included in this classification are establishments selling household appliances, phonographs, radio and TV sets, and floor coverings, provided the receipts from sales of furniture and sleep equipment exceed those from sales of other merchandise.

**Floor Coverings Stores (SIC 5713).** Establishments primarily engaged in the retail sale of floor coverings and related products.

**Drapery, Curtain, and Upholstery Stores (SIC 5714).**<sup>1</sup> Establishments primarily selling draperies, curtains, slipcovers, and upholstery materials. Establishments primarily selling custom made draperies and slipcovers for household use also are included.

**Miscellaneous Home Furnishing Stores (SIC 5719).**<sup>1</sup> Establishments primarily engaged in the retail sale of miscellaneous home furnishings, such as china, glassware, and metalware for kitchen and table use, bedding and linen, brooms, brushes, lamps and shades, mirrors and pictures, venetian blinds, window shades, and fireplace accessories.

**Household Appliance Stores (SIC 5722).** Establishments primarily engaged in the retail sale of electric and gas refrigerators, stoves, and other household appliances, such as electric irons, percolators, hot plates, and vacuum cleaners. Many such stores also sell radio and television sets. Retail stores operated by public utility companies and primarily engaged in the sale of electric and gas appliances for household use are classified here.

**Radio, Television, and Electronics Stores (SIC 5731).** Establishments primarily engaged in the retail sale and installation of radios, television sets, record players, high fidelity (hi-fi), sound reproducing equipment and home computers. Such establishments also may sell additional lines, such as household appliances, musical instruments, or records.

**Computer and Computer Software Stores (SIC 5734).** Establishments primarily engaged in the retail sale of computers, computer peripheral equipment, and software.

**Music Stores (SIC 5735+5736).**<sup>1</sup> Establishments primarily engaged in the retail sale of musical instruments, phonograph records and albums, sheet music, and similar musical supplies.

### **Miscellaneous Durable Goods Stores (SIC Major Group 59, part)**

This includes all retail durable goods stores not elsewhere classified.

**Used Merchandise Stores (SIC 593).**<sup>2</sup> This industry includes stores primarily engaged in the retail sale of used merchandise, antiques, and secondhand goods such as clothing and shoes; furniture; books and rare manuscripts; musical instruments; office furniture, phonographs and phonograph records; and store fixtures and equipment. This industry also includes pawnshops.

**Sporting Goods Stores and Bicycle Shops (SIC 5941).** Establishments primarily selling a general or a specialized line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf, and other sports; bicycles, bicycle parts and accessories; and gymnasium and playground equipment.

**Book Stores (SIC 5942).** Establishments primarily selling new books and periodicals. Stationery and related items may also be sold.

**Jewelry Stores (SIC 5944).** Establishments primarily engaged in the retail sale of any combination of the lines of jewelry, such as diamonds and other precious stones; rings, bracelets, and brooches; sterling and plated silverware; and watches and clocks.

<sup>2</sup>Data for this kind of business are not shown separately but are included in the durable goods stores total.

**Hobby, Toy, and Game Shops (SIC 5945).**<sup>3</sup> Establishments primarily engaged in the retail sale of toys, games, and hobby kits and supplies.

**Camera and Photographic Supply Stores (SIC 5946).**<sup>3</sup> Establishments primarily engaged in the retail sale of cameras, film, and other photographic supplies and equipment. Excluded are establishments primarily engaged in finishing films.

**Gift, Novelty, and Souvenir Shops (SIC 5947).**<sup>3</sup> Establishments primarily engaged in the retail sale of combined lines of gifts and novelty merchandise, souvenirs, and miscellaneous small art goods such as greeting cards and holiday decorations.

**Luggage and Leather Goods Stores (SIC 5948).**<sup>3</sup> Establishments primarily engaged in the retail sale of luggage, trunks, and leather goods.

**Optical Goods Stores (SIC 5995).**<sup>2</sup> Establishments primarily engaged in the retail sale of eyeglasses and related optical goods. Excluded are establishments whose receipts are primarily from examining eyes and prescribing eyeglasses or contact lenses.

**Miscellaneous Retail Stores Not Elsewhere Classified (SIC 5999).**<sup>2</sup> Establishments primarily engaged in the retail sale of specialized lines of merchandise such as collectors' items and supplies, artists' supplies, orthopedic and artificial limbs, drafting materials, typewriters, telephones, pets, religious goods, hearing aids, rubber stamps, monuments and tombstones, and other merchandise not elsewhere classified.

## NONDURABLE GOODS

### General Merchandise Group Stores (SIC Major Group 53)

This major group includes retail stores which sell a number of lines of merchandise, such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. The stores included in this group are known as department stores, variety stores, general merchandise stores, general stores, etc.

**Department Stores (SIC 531).** Establishments normally employing 50 people or more, having sales of apparel and soft goods combined amounting to 20 percent or more of total sales, and selling each of the following lines of merchandise:

1. Furniture, home furnishings, appliances, and radio and TV sets.
2. A general line of apparel for the family.
3. Household linens and dry goods.

To qualify as a department store, sales of each of the lines listed above must be less than 80 percent of total store sales. An establishment with total sales of \$10 million or more is classified as a department store even if sales of one of the merchandise lines listed above exceed the maximum percent of total sales, provided that the combined sales of the other two groups are \$1 million or more. Department store sales have been separately presented for the following classifications:

Department stores (incl. leased depts.), and  
Department stores (excl. leased depts.).

Department stores (incl. leased depts.) are also sub-categorized as shown below:

**Conventional Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and:

1. Usually provide check-out service and customer assistance (salespersons) within each department.
2. May have a catalog order desk.
3. Are not affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

1. Soft goods and hard goods which are primarily nationally advertised brands.
2. Appliances which are serviced by another company.
3. Limited lines of merchandise through seasonal or special catalogs.

**Discount or Mass Merchandising Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and usually:

1. Convey the image of a high-volume, fast turnover outlet selling a variety of merchandise for less than conventional prices.
2. Provide centralized check-out service.
3. Do not provide customer assistance within store departments. Merchandise is normally sold through self-service with minimal assistance provided in any department.
4. Do not have a catalog order desk.

<sup>3</sup>Data for this kind of business are not shown separately but are included in the larger group: miscellaneous shopping goods stores (594).

These stores often sell:

1. Soft goods which are usually their own corporate brands or are unbranded.
2. Hard goods which are primarily nationally advertised brands.
3. Appliances which are serviced by another company.

**National Chain Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and:

1. Usually provide check-out service and customer assistance (salespersons) within each department.
2. May have a catalog order desk.
3. Are affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

1. Soft goods and hard goods which are their own corporate brands or are unbranded.
2. Appliances which are serviced by their own company.

**Variety Stores (SIC 533).** Establishments primarily engaged in the retail sale of a variety of merchandise in the low and popular price ranges. Sales usually are made on a cash-and-carry basis with the open selling method of display and customer selection of merchandise. These stores generally do not carry a complete line of merchandise, are not departmentalized, do not carry their own charge service, and do not deliver merchandise.

**Miscellaneous General Merchandise Stores (SIC 539).** Establishments primarily engaged in the retail sale of a general line of apparel, dry goods, hardware, homewares or home furnishings, groceries, and other lines in limited amounts. Stores selling commodities covered in the definition for department stores, but normally having less than 50 employees, and stores usually known as catalog showrooms, country general stores, or warehouse clubs are included here. Also included in this classification are establishments whose sales of apparel or of furniture and home furnishings exceed half of their total sales providing that sales of the smaller of the two lines in combination with dry goods and household linens account for 20 percent or more of total sales.

## Food Stores (SIC Major Group 54)

This major group includes retail stores primarily engaged in selling food for home preparation and consumption.

**Grocery Stores (SIC 541).** Establishments primarily selling (1) a wide variety of canned or frozen foods, such as vegetables, fruits, and soups; (2) dry groceries, either packaged or in bulk, such as tea, coffee, cocoa, dried fruits, spices, sugar, flour, and crackers; and (3) other processed foods and nonedible grocery items. In addition, these establishments often sell smoked and prepared meats, fresh fish and poultry, fresh vegetables and fruits, and fresh or frozen meats.

Establishments commonly known as supermarkets, food stores, convenience stores, and delicatessens are included in this classification if receipts from sales of groceries and food items for off-premise preparation and consumption are 50 percent or more of total sales.

**Meat and Fish (Seafood) Markets, Including Freezer Provisioners (SIC 542).** Establishments primarily engaged in the retail sale of fresh, frozen, or cured meats, fish, shellfish, and other seafood. Frequently these establishments also sell poultry, dairy products, eggs, some groceries, and items commonly used in preparing seafood or consumed with seafood.

**Fruit Stores and Vegetable Markets (SIC 543).<sup>1</sup>** Establishments primarily selling fresh fruits and fresh vegetables. These establishments frequently carry a limited line of grocery items. Roadside stands of farmers selling only their own produce are not included.

**Candy, Nut, and Confectionery Stores (SIC 544).<sup>1</sup>** Establishments primarily selling candy, nuts, sweetmeats, and other confections. A soda fountain or lunch counter is frequently operated in these stores. Also included are candy and popcorn stands located in motion picture theaters.

**Dairy Products Stores (SIC 545).<sup>1</sup>** Establishments primarily engaged in the retail sale of dairy products, such as milk, cream, butter, cheese, and related products, to over-the-counter customers.

**Retail Bakeries (SIC 546).** Establishments primarily engaged in the over-the-counter retail sale of bakery products such as bread, cakes, pies, or cookies, all or some of which may be baked on the premises.

**Other Miscellaneous Food Stores (SIC 549).<sup>1</sup>** Establishments primarily engaged in the retail sale of specialized foods, not elsewhere classified, such as eggs and poultry, health foods, spices, herbs, coffee, and tea. The poultry stores may sell live poultry, slaughter and clean poultry for their own account and sell dressed fowls, or sell fowl cleaned and dressed by others.

## Gasoline Service Stations (SIC 554)

Establishments primarily selling gasoline and automotive lubricants. Usually these establishments also sell tires, batteries, and accessories, and perform minor repair work

and services. Establishments called garages but deriving more than half of their receipts from the sale of gasoline and automotive lubricants and establishments known as "truck stops" which are primarily engaged in selling diesel fuel to truckers are also included. Convenience food stores deriving more than 50 percent of their sales from the sale of gasoline are classified as gasoline service stations.

### **Apparel and Accessory Stores (SIC Major Group 56)**

Establishments in this major group are primarily engaged in selling clothing of all kinds and related articles for personal wear and adornment.

**Men's and Boys' Clothing and Furnishings Stores (SIC 561).** Establishments primarily selling men's and boys' ready-to-wear clothing and furnishings.

**Women's Ready-to-Wear Stores (SIC 562).** Establishments primarily selling women's and girls' ready-to-wear apparel.

**Women's Accessory and Specialty Stores (SIC 563).<sup>1</sup>** Establishments primarily selling a specialized line of women's and girls' apparel, such as furs, sportswear, beachwear, blouses, hosiery, millinery, foundation garments, lingerie, robes, and other intimate wear.

**Children's and Infants' Wear Stores (SIC 564).<sup>1</sup>** Establishments primarily engaged in the retail sale of children's and infants' clothing, furnishings, and accessories. Such establishments may specialize in either children's or infants' wear or they may sell a combination of children's and infants' wear.

**Family Clothing Stores (SIC 565).** Establishments primarily selling clothing, furnishings, and accessories for men, women, and children, without specializing in any one line.

**Shoe Stores (SIC 566).** Establishments primarily engaged in the retail sale of any one line, or a combination of the lines, of men's, women's, and children's footwear. These establishments frequently carry accessory lines such as hosiery, gloves, and handbags.

**Miscellaneous Apparel and Accessory Stores (SIC 569).<sup>1</sup>** Establishments primarily engaged in the retail sale of specialized lines of apparel and accessories not elsewhere classified, such as uniforms, bathing suits, raincoats, riding apparel, sports apparel, umbrellas, wigs, and toupees. This industry also includes custom tailors primarily engaged in making and selling men's and women's clothing (except fur apparel SIC 568) to individual order.

### **Eating and Drinking Places (SIC Major Group 58)**

Establishments in this major group are primarily engaged in selling prepared foods and drinks for consumption on or near the premises and lunch counters and refreshment stands selling prepared foods and drinks for immediate consumption.

#### **Restaurants, Lunchrooms, Cafeterias, and Contract Feeding (SIC 5812 part).**

*Restaurants and Lunchrooms.*<sup>4</sup> Establishments engaged in serving prepared food and beverages selected by the patron from a full menu. Waiter or waitress service is provided and the establishment has seating facilities for at least 15 patrons. These establishments often serve alcoholic beverages, but receipts from the sale of alcoholic beverages may not exceed the receipts from prepared food.

*Cafeterias.*<sup>4</sup> Establishments engaged in serving prepared food and beverages primarily through the use of a cafeteria line where customers serve themselves from displayed selections. Some limited waiter or waitress service may be provided. Table and/or booth seating facilities are usually provided.

*Contract Feeding.*<sup>4</sup> Establishments primarily engaged in providing food service under contract to another company; hospital; or governmental, penal, or educational institution. The facilities and personnel of these establishments may be provided by the contracting company, institutions, etc., however, the management is always supplied by the contractor.

**Social Caterers (SIC 5812 part).<sup>5</sup>** Establishments primarily engaged in serving prepared food and beverages for weddings, banquets, etc., at a hall or similar place rather than at a fixed business location. Such establishments also may arrange for some entertainment but this should be a minor part of the business.

#### **Refreshment Places, Ice Cream, and Frozen Custard Stands, (SIC 5812 part).**

*Refreshment Places.*<sup>6</sup> Establishments primarily selling limited lines of refreshments and prepared food items. Included in this group are establishments which prepare refreshment items such as pizza, barbecued chicken, and hamburgers for consumption either on or near the premises or for "take-home" consumption.

<sup>4</sup>Data for this kind of business are not shown separately but are included in the larger group: Restaurants, Lunchrooms, Cafeterias.

<sup>5</sup>Data for this kind of business are not shown separately but are included in the larger group: Eating Places (SIC 5812).

<sup>6</sup>Data for this kind of business are not shown separately but are included in the larger group: Refreshment Places (SIC 5812 pt.).

*Ice Cream and Frozen Custard Stands.*<sup>6</sup> Establishments primarily engaged in selling ice cream, frozen custard, or other frozen ices for consumption either on or near the premises. "Take-home" packages also may be provided for ice cream sold in bulk.

**Drinking Places (SIC 5813).** Establishments primarily engaged in the retail sale of drinks such as beer, ale, wine, liquor, and other alcoholic beverages for consumption on the premises. Prepared foods are frequently sold at these establishments, but receipts from the sale of prepared foods may not exceed receipts from sales of alcoholic beverages.

### **Drug Stores and Proprietary Stores (SIC 591)**

Establishments engaged in the retail sale of prescription drugs and patent medicines and which may carry a number of related lines such as cosmetics, toiletries, tobacco, and novelty merchandise. Included are drug stores which also have a soda fountain or lunch counter. These stores are included on the basis of their usual trade designation rather than on the more strict interpretation of commodities handled.

### **Liquor Stores (SIC 592)**

Establishments primarily selling packaged alcoholic beverages, such as ale, beer, wine, and whiskey, for consumption off the premises. Liquor stores operated by States, counties, and municipalities are included.

### **Miscellaneous Nondurable Goods Stores (SIC Major Group 59, part)**

This includes all retail nondurable goods stores not elsewhere classified.

### **Miscellaneous Shopping Goods Stores (SIC 594).**

Establishments engaged in the retail sale of one or more lines of merchandise similar to that found in department stores.

**Stationery Stores (SIC 5943).**<sup>3</sup> Establishments primarily engaged in the retail sale of stationery, such as paper and paper products (including printing and engraving), post cards, novelties, and school and office supplies (excluding office furniture and machines).

**Sewing, Needlework, and Piece Goods Stores (SIC 5949).**<sup>3</sup> Establishments primarily engaged in the retail sale of piece goods, notions, sewing and knitting supplies, fabrics, patterns, and other needlework accessories.

**Mail-Order Houses (Department Store Merchandise) (SIC 5961 part).** Establishments with normally 50 or more employees primarily engaged in the retail sale by catalog and mail order of a general line of merchandise similar to that sold by department stores.

**Other Mail-Order Houses (SIC 5961 part).** Establishments primarily engaged in the retail sale of a specialized or limited line of merchandise such as food, automotive merchandise, apparel, books, stationery, etc., by catalog and mail order.

**Automatic Merchandising Machine Operators (SIC 5962).**<sup>7</sup> Establishments primarily engaged in the retail sale of products by means of automatic merchandising units (vending machines) which are generally located on the premises of other businesses. Those products include candy, nut, and confectionery; milk and ice cream; other beverages; and tobacco products.

**Direct Selling Establishments (SIC 5963).**<sup>7</sup> Establishments primarily selling merchandise by house-to-house canvass, by party plan, by telephone, or from a truck. The merchandise includes building materials, hardware, and garden supplies; general merchandise, milk; other foods; apparel and accessories; furniture, home furnishings, and equipment; mobile food service; and books and stationery.

**Fuel Oil Dealers (SIC 5983).**<sup>8</sup> Establishments primarily engaged in the retail sale of fuel oil.

**Liquefied Petroleum Gas Dealers (SIC 5984).**<sup>8</sup> Establishments primarily engaged in the retail sale of liquefied petroleum (LP) gas (bottled gas or in bulk.)

**Fuel Dealers, Not Elsewhere Classified (SIC 5989)**<sup>8</sup> Establishments primarily engaged in the retail sale of coal, coke, charcoal, wood, or any combination of these lines.

**Florists (SIC 5992).**<sup>8</sup> Establishments primarily engaged in the retail sale of cut flowers and growing plants. Greenhouses and nurseries are included if receipts are primarily from the sale of products not grown on the premises.

**Cigar Stores and Stands (SIC 5993).**<sup>8</sup> Establishments primarily engaged in the retail sale of cigars, cigarettes, tobacco, and smokers' supplies. Many of the establishments included in this classification are operated as concessions in places of amusement, railway stations, airports, and other public places.

**News Dealers and Newsstands (SIC 5994).**<sup>8</sup> Establishments primarily engaged in the retail sale of newspapers, magazines, and other periodicals.

<sup>7</sup>Data for this kind of business are not shown separately but are included in the larger group: Nonstore Retailers (SIC 596).

<sup>8</sup>Data for this kind of business are not shown separately but are included in the nondurable goods stores total.